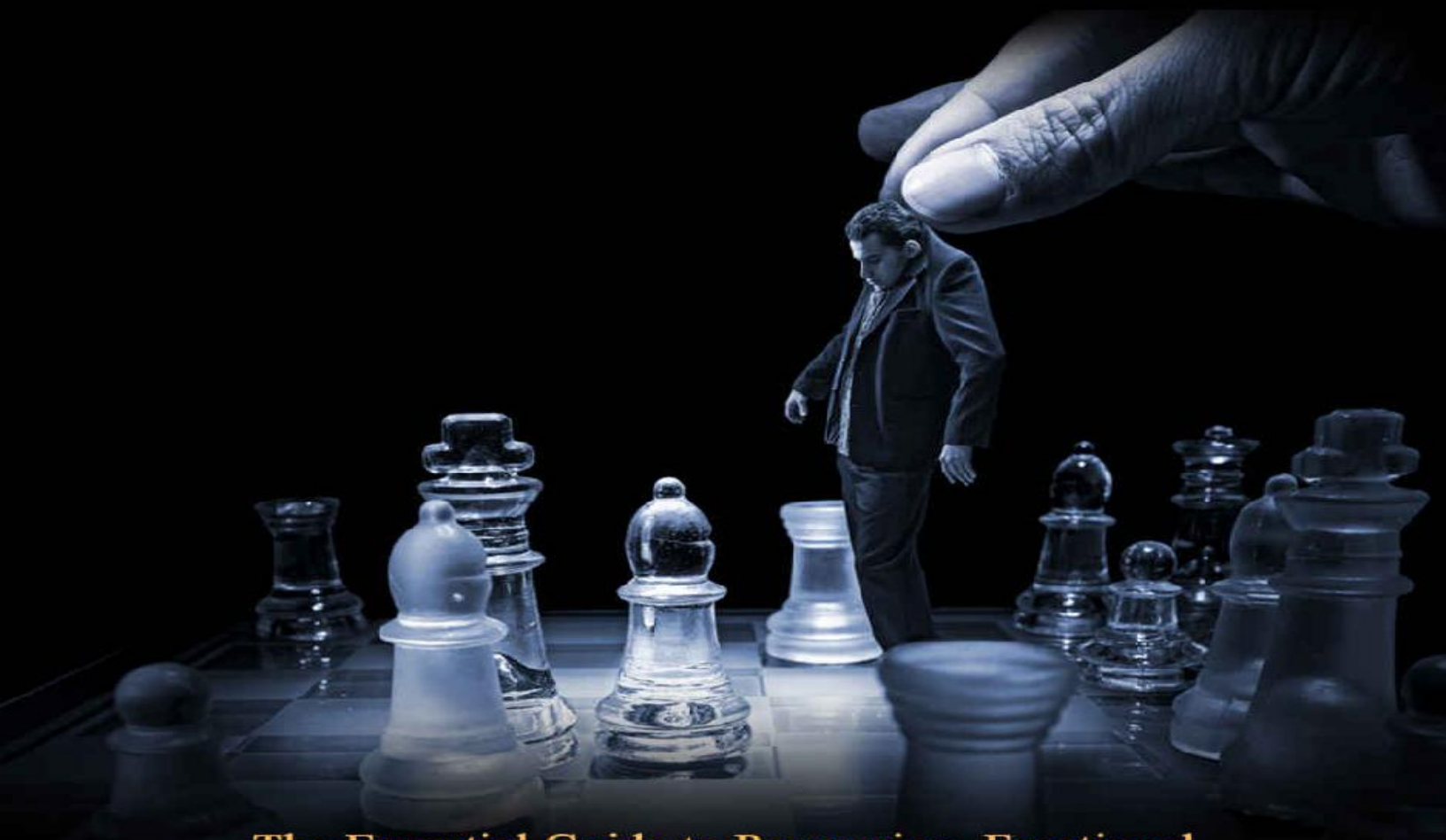
DANIEL JAMES HOLLINS

DARK PSYCHOLOGY SECRETS



The Essential Guide to Persuasion, Emotional Manipulation, Deception, Mind Control, Human Behavior, NLP and Hypnosis, How To Stop Being Manipulated And Defend Your Mind

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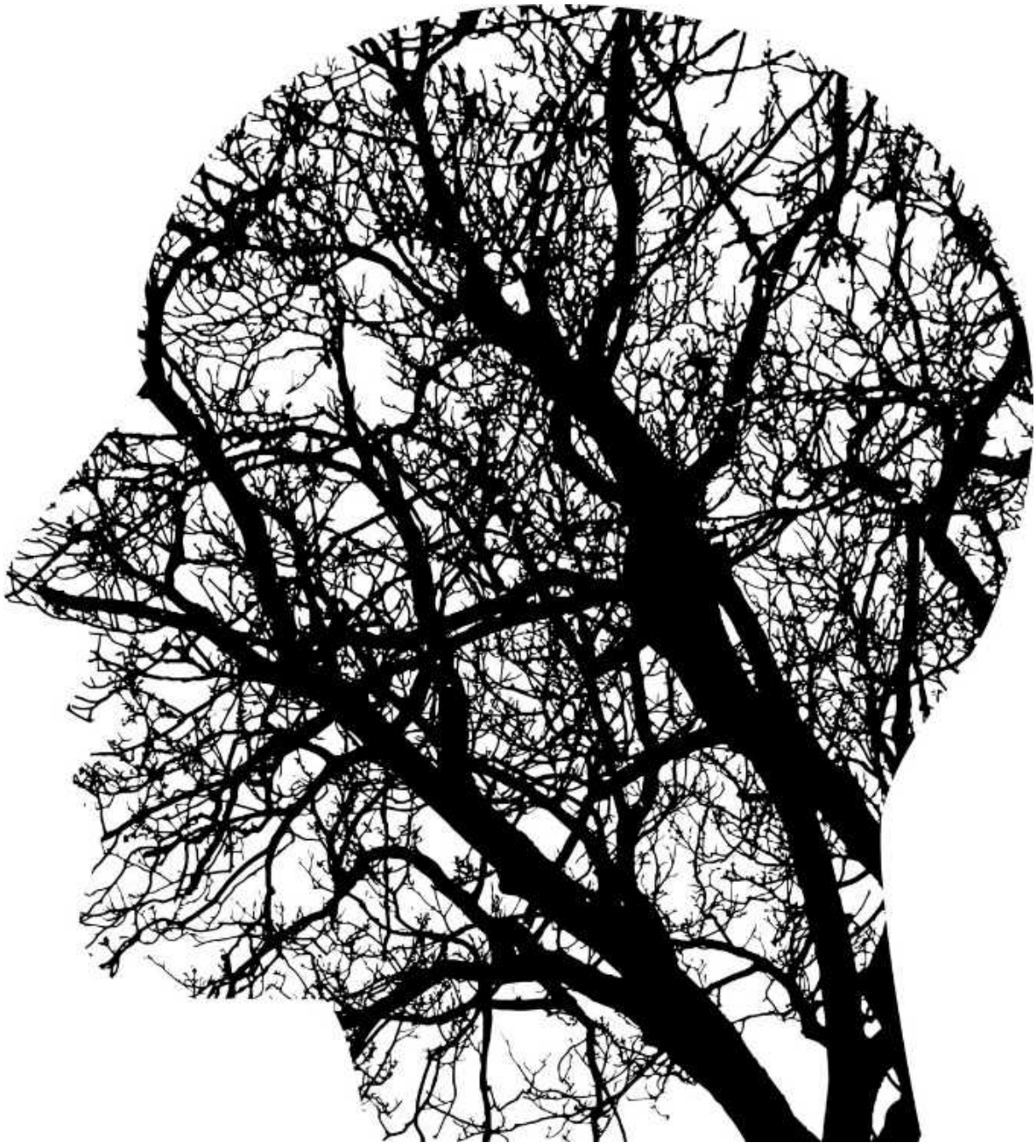
Chapter 1: What s Dark Psychology?



In recent years psychology has tried to uplift the human spirit with lots of popular psychology terms such as, "Positive Psychology" or the numerous books released to tell the masses how to behave to lead a fulfilled successful life from talking about parachutes, ten steps to something, the

mired of "how to" titles and much more. Most are nothing but misguided pop psych or a fad of the moment. Can life be as easy as reading the right book and following some basic concepts and everything is going to be OK for you and me? This paper is different, we shall explore the "Dark" side of the human mind - that part that sees disengagement, destruction, vile acts as part of the everyday human psyche that emerges in us all from time to time - that part that finds excitement, glee and pleasure in the dysfunctional part of our existence. How can society reconcile with its dark side? I use the word insane to refer to those in society who oppose the social norm.

Dark Psychology is both the study of criminal & deviant behavior and a conceptual framework for deciphering the potential for evil within all human beings. Dark Psychology is the study of the human condition as it relates to the psychological nature of people to prey upon other people motivated by criminal and/or deviant drives that lack purpose and general assumptions of instinctual drives and social sciences theory. All of humanity has this potential to victimize other humans and living creatures. While many restrain or sublimate this tendency, some act upon these impulses. Dark Psychology seeks to understand those thoughts, feelings, perceptions and subjective processing systems that lead to predatory behavior that is antithetical to contemporary understandings of human behavior. Dark Psychology assumes that criminal, deviant and abusive behaviors are purposive and have some rational, goal-oriented motivation99% of the time. It is the remaining1%, Dark Psychology parts from Adlerian theory and the Teleological Approach. Dark Psychology postulates there is a region within the human psyche that enables some people to commit atrocious acts without purpose. In this theory, it has been coined the Dark Singularity.

First, let's examine how we can identify the "Dark Side" of psychological thought and behavior. We need a measure, to know, what is normal and what is considered abnormal behavior. Our first measure is social norms; this means in any society of what is considered normal everyday behavior given a set of circumstances that confront our perception. For example in Western culture to strike another person violently is considered a criminal act and one that is repulsive to a peaceful society. However, we condone violence when the person is given societal permissions such as a soldier in the act of war, a policeman in the act of apprehension of a dangerous criminal, a citizen defending his family from a serious threat from another person. These double standards can be misinterpreted in many ways. The soldier who commits war crimes such as genocide, the policeman who uses violence to intimidate a witness while interviewing them or the citizen who violates another person’s rights in order to further their own position in some way.

The second measure is a moral one? How do we as a society decide what is right and wrong, who has the power to decide these rights, do laws follow moral conviction or do they become protection of the weak against the strong or the rich against the poor? Most societies agree that killing another human being is against a moral code - it is simply wrong to kill and should be punished by an act of equal severity, by the society that supports the moral-legal stance imposed on the masses by its lawmakers. To most societies, this has been a religious code of conduct such as the 10 commandments of the Christian faith and other such codes from Buddhism to the Muslim Koran. Faith in divine reward and punishment are reflected in the legal language and laws seen as the bedrock of any civilized nation of people. Having accepted these rules why then do people readily deviate from these morals, laws and religious guidelines that allow us all to live in a

peaceful society governed by agreed principals of behaviors that protect the individual from danger, hurt and abuse?

The third area of behavior is that not set down in law or religious concepts but those everyday sets of behavior the English would refer to as, "manners" or being "polite". The conduct or way of acting that conforms to behavior accepted as that of a superior member of a society who knows how to conduct themselves in the company of others to a set of standards that are seen as the mark of an advanced civilization. These can sometimes be seen in the etiquette of table manners or a man opening a door for a woman and allowing her to pass first, the recognition of man's duty to protect and defend women. Today in some cultures women's rights have cast doubt of manners towards woman as sexist and therefore demeaning to a woman's independence. Never-the-less manners are seen as the mark of being well-bread and in the upper echelons of a society whether they are traditional Englishness or a Japanese tea ceremony.

Having set out societies differing ways of measuring behavior either through, law, morals or social acceptable norms humans still manage a wide range of dysfunctional behavior that often impacts on and influences others to the point where the perpetrators of this behavior see themselves outside the law, moral codes and etiquette of the rest of society. Sometimes through the feeling of guilt, we all recognize when we have transgressed those rules that we see as essential to a well-ordered civilization. However, there are those other people who feel nothing when faced with dealing out violence, destruction, and death against others as merely their right to live without those rules and the freedom to live a life that is determined by nothing more than what they wish to own, possess or destroy.

The Dark-Side:

What possess the man who kicks the dog, when he is frustrated by society that pens his existence? What feelings does he release at that moment when the dog screeches and howls in pain and fright? Why does he smile and wish further harm to the dog and enjoy the sight of an animal in pain? On-lookers feel outraged by his behavior and sympathy for the defenseless dog for which this man has sought to treat cruelly and without remorse. Who is this man? Why he is all of us from time to time. We all lose our sense of psychological calm and rational thoughts as we grapple with life's unfairness or lack of opportunity. On the other hand - wait - for this man is wealthy, has all his needs fulfilled, yet still feels great delight in kicking and watching the dog suffer at his hands. A sense of power at his ability to inflict pain and the pleasure at feeling superior to other lesser humans whom he sees as incapable of taking what they want and so end up his employees and servants. This superior positional thinking leads to a lack of sympathy or empathy for others as only fools who accept the dominance of his kind as leaders and law-makers.

The above example is too give an insight into a behavior that breaks our three measures of social norms, law (hurting a defenseless animal) moral (the taboo on senseless behavior seen as wrongdoing) socially acceptable behavior, (while everyone might lose their temper and kick their dog, most will feel pangs of guilt and remorse). Here however we meet people who feel no guilt, no remorse and see themselves as exempt from laws they do not agree with. In England, fox-hunting was a cruel sport mostly carried out by intelligent, professional, wealthy men and women? Yet these same people claimed a right to hunt and destroy a defenseless animal for nothing more than a good time as seeing their hounds rip apart and devour a fox. Even though the majority of English people voted on numerous occasions to ban this sport it took several years of campaigning to get this put into

law. Now fox-hunting is an illegal activity however these same people continue to flout the law and hunt under local by-laws that have yet to catch up with national lawmaking. These people know what they are doing is illegal, immoral and against social norms as defined by majority opinion. Yet they claim they are superior parts of society and therefore above the day to day moral concerns of the ordinary masses. The surprising thing is in England these people are members of parliament, police, judges and others who control aspects of society in England such as estate owners (land given often by Royal consent in the past by robbing the rightful land of the poor). In other words, the very people who should set an example to society are the same ones flaunting the law and socially acceptable behavior.

In another example, we have to look at the criminal. Criminals are often seen as the rejects of society as they have come from flawed backgrounds, disadvantaged families and poor parental upbringing. Yet in society, the largest harm done to the public is often from corporate crime such as pension fund embezzlement, stocks, and shares insider trading and theft of assets and wealth by CEO's and government officials. This so-called white-collar crime is often undetected and the hardest to bring to justice. Everyday criminals are more visual to the public as their crimes cause localized distress and make the media cry for police action and civil authority action. Therefore most laws are about visual crime that is easy to understand and comprehend. Punishment of visual crime is also straight forward and dealt with every day in our courts and media. How do we distinguish between the two types of criminal - the so-called victimless crime of white-collar criminals who see no direct victim or the murderer who during an armed robbery kills and maims those who oppose his will to steal what he wants from society and the distress they leave behind?

So what does psychology have to say about the deviants who do not see their actions as a problem to themselves and feel others who do not take control of their lives as weak and therefore deserve to be victims of those who are smarter, stronger or more powerful? The media often cries about the passive masses that accept the status quo and in the same paper would condemn the local person who took the law into their own hands perhaps to avenge some wrong-doing against them or their families? The first area that psychology expounds the reasons behind this dark behavior of others is "developmental" that upbringing is at the route of this behavior, that the dog-kicker was not loved or cared for in the correct manner. That during their formative years, they were subject to cruelty, sexual abuse or lack of social education. That the same transgressors were victims of bullying at school and therefore need to act out their own frustration on those in society that are weaker than themselves. The question we have to pose here is why some victims, in fact, most, go onto being law-abiding citizens and it is only the few that turn into the monsters who kill and maim for reasons of developmental mistakes? At this point, many scientists like to point to a genetic factor in behavior. This old chestnut has been around for some time now. There is evidence amongst violent criminals that they often possess an extra Y chromosome (men) that gives them a high amount of testosterone leading to violent outbursts towards frustrating situations in which they use terror and fear as the key to getting what they need. However, as a percentage of violent criminals, this is statistically minute even though in the general prison population this may be higher. All genetic research so far has led to speculation about genetic factors but with no firm evidence to back up the claims. The most often cited evidence is that from twin studies where twins separated at birth have high incidences of similar behavior and outcomes. Again as a percentage of twins born and studied this evidence is

weak for genetic determinism and high for developmental environments being similar and twins experiencing environments that are so accord that it is more likely to be a surprise if they did turn out differently from each other. So if we remove developmental outcomes, genetic predispositions then what makes some people flaunt socially acceptable behavior and some who comply to everything society demands of them? This then is the propositional position that makes psychology hard to always see as a positive view or a deterministic way of the world and that in fact maybe it is in fact that normal behavior amongst humans is to be cruel, deceitful, violent and tendency towards criminal behavior under a variety of circumstances. Those morals are a luxury of a settled society where everyone is equal both economically and in caste or class.

The Psychology of the Survivalist:

There are those particularly in the USA that see the end of society as a real possibility whether they advocate nuclear annihilation (today more likely bio-warfare) or the breakdown of capitalism leading to social chaos and civil strife. These people are often referred to as survivalists. They store weapons against the uncontrollable hordes that would roam the country in the event of civil breakdown and food for the possibility of shortages caused by economic meltdown. (Looking at 2009 in the USA many survivalists would argue they, in fact, have a good case). The survivalists believe they have a basic right to defend themselves and their families in the case of societal breakdown and lack of protective laws. On occasions, these groups come into conflict with existing legal statutes that become enforced by federal authorities such as the FBI. Therefore the survivalist's mentality is while on the one hand in conflict with society and in the other seen as a genuine attempt at controlling one’s own fate against future disasters. After all insurance companies survive just on that premise alone -

and ironically would be the first not to survive an economic breakdown of capitalism as seen by the failure of many banks in 2008/9 around the world. Today the most popular movies at the box office are disaster films, those where flood, sun-flares, bio-warfare, alien invasion, and other catastrophes cause the social breakdown of society. The heroes of these movies are always the resourceful survivalists who through violence protect their kin from all-comers. Why do the public find these people as attractive, as hero's and yet the real survivalists are vilified as public enemies of the status-quo? Judging by the success of these movies ordinary people recognize that the breakdown of society is something that may happen or is in fact inevitable. So they look to these movies as a type of hope for another future that may come about by the demise of their own everyday world.

Psychology as Evolution:

In human history, all people started out as survivalists as hunter-gatherers roaming the land looking for easy accessible animals for food and warmth. As time goes by we see these societies settle into agro-cultural settlements that create rules, laws, leaders and a moral code. As they develop and grow these settled societies create art, music, and religion to compensate for a limited existence within the constrictions of the very society they have formed. From these beginnings land and property become important. The possession of goods and chattels becomes essential to growth. As time goes by these settlements become villages, towns, and cities which eventually form countries with boundaries. Survival becomes now the group and not the individual as was human's natural instincts from the beginning of time. However, eventually, all these societies fade and crumble away. Some for unknown reasons such as the Mayan and other South American civilizations. Most fail as they grow into empires who dominate the weak with a version of their own laws and religions. However, one thing history

teaches us all is that societies do disappear for all sorts of reasons. (Greek, Roman, Egyptian in the ancient world and British, French, German and Japanese empires in the modern world). All of these societies had one thing in common they did not envisage their own demise. In today's world, a European and American could not imagine the fall of the EEC or the USA yet these new modern empires have their own Achilles heel, "Capitalism". Although Karl Marx saw the evils of capitalism and its eventual failure he could not have seen how it would grip the modern world to such a point that wars over oil and gas would dominate the 21st century. Marx, however, would probably laugh with glee at the failure in 2009 of the banking system based on greed and debt around the first nations of the planet. Most of the failures can be contributed to mismanagement but in fact, it was a loss of confidence in the financial system by ordinary people that caused a rush on funds and inability to service crippling debt through high-interest rates and little return on investments. When people panic they go into survival mode - they look after themselves first.

At this junction, it is time to conclude from these observations that social norms, laws, and morals are actually "not normal" for human beings and that society often forces group behavior based on what the powerful want over the powerless. That in fact, survivalist mentality is our norm and that what society tries to do in fact is control the wild beast in every human by training them from an early age to obey the laws, rules, and morals of the controlling group, usually the rich, who dominate our governments and institutions. Therefore should we condemn those that feel society is not offering them a fair deal - which in fact they should take what they need in order to survive an often hostile environment where privilege depends on your school, family or wealth? Psychology itself needs to come out of the closet and admit that normal human behavior is to oppose rigid societies

and rules? That in fact, people resent society but because they are powerless against those who control law-making and morality they feel certain helplessness in trying to live amongst the sheep. Is it any wonder then occasionally a lone individual takes it into their own hands to change society or their own environment in order to live a more free self-controlled existence away from the rigors of societies that as we have seen all eventually breakdown and reinvent themselves as the new rich and powerful take control once again. In the last century we saw China go from an Empire ruled by depots to a military regime controlled by the rich and powerful, to transform itself into a communist stare of the 1950's where Marxism would determine a fair life for all and eventually to the China of today as a capitalist-socialist state based on a ruling party that determines the lives of the powerless populace, that in fact fought for the rulers to lord over them much as the Emperor of old - nothing changed except the rich and powerful.. Will another revolution occur in China in the future - at the moment it looks unlikely despite the unrest in many parts of China by minorities forced to comply with central rule. All empires cannot see their own demise! How will psychology then deal with this question of human behavior as a basic survivalist mechanism, that in fact humans are naturally violent, cruel and dominating of others who are weaker than themselves? Psychiatry in mental hospitals is often seen as the agents of social control - if you do not agree with society and its rules then you must be insane - therefore you should be committed and controlled for the safety and benefit of all. Psychology, on the other hand, is seen as the liberating aspect of mental health - where we help those out of synch with society of find their place and fit back into what is considered normal behavior for that group. Where will the answer be for those who rebel against the society they live in and want another way of existence without the interference of the

powerful and the freedom to live a life they choose as suiting themselves? Or do we wait - for the movies to come true - the disaster that awaits all humans and a return to a dog eat dog existence called survivalism - the real social norm!

How Dark Psychology Is Used Today?

Training programs that teach dark, unethical psychological and persuasion tactics are typically sales or marketing programs. Many of these programs use dark tactics to create a brand or sell a product with the sole purpose of serving themselves or their company, not the customer. Many of these training programs convince people that using such tactics are okay and is for the benefit of the buyer. Because, of course, their lives will be much better when they purchase the product or service. Who uses Dark Psychology and manipulation tactics? Here's a list of people who seem to use these tactics the most.

Narcissists - People who are truly narcissistic (meeting clinical diagnosis) have an inflated sense of self-worth. They need others to validate their belief of being superior. They have dreams of being worshipped and adored. They use dark psychology tactics, manipulation, and unethical persuasion to maintain.

Sociopaths - People who are truly sociopathic (meeting clinical diagnosis), are often charming, intelligent, yet impulsive. Due to a lack of emotionality and ability to feel remorse they use dark tactics to build a superficial relationship and then take advantage of people.

Attorneys - Some attorneys focus so intently on winning their case that they resort to using dark persuasion tactics to get the outcome they want.

Politicians - Some politicians use dark psychological tactics and dark persuasion tactics to convince people they are right and to get votes.

Sales People - Many salespeople become so focused on achieving a sale that they use dark tactics to motivate and persuade someone to buy their product.

Leaders - Some leaders use dark tactics to get compliance, greater effort, or higher performance from their subordinates.

Public Speakers - Some speakers use dark tactics to heighten the emotional state of the audience knowing it leads to selling more products at the back of the room.

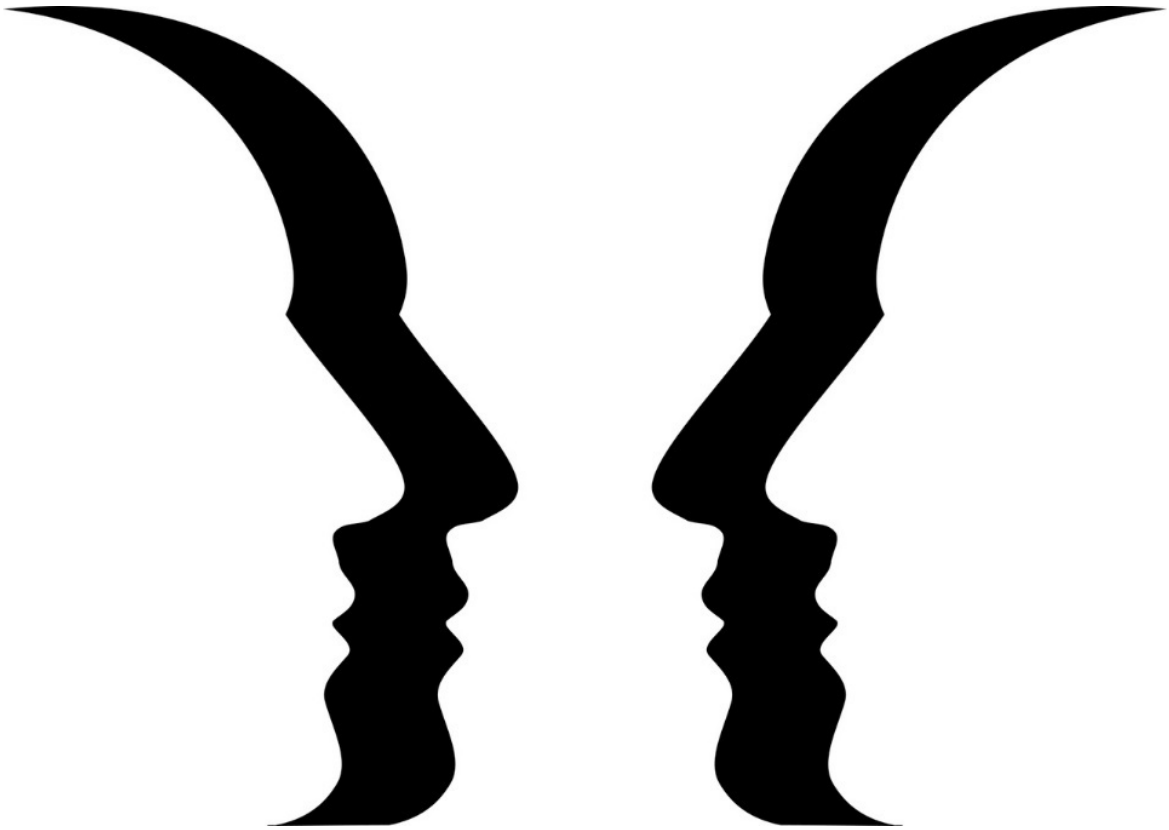
Selfish People - This can be anyone who has an agenda of self before others. They will use tactics to meet their own needs first, even at someone else's expense. They don't mind win-lose outcomes.

Yes, I know. I probably stepped on some toes. As a speaker and a person who is involved in selling services, I fall into this category as well. This is why I must remind myself that working, writing, speaking, and selling with character requires that I avoid manipulative and coercive tactics.

To differentiate between those motivation and persuasion tactics that are dark and those that are ethical, it's important to assess your intent. We must ask ourselves if the tactics that we are using have an intention to help the other person. It is okay for the intention to be to help you as well, but if it's solely for your benefit, you can easily fall into dark and unethical practices.

Having a mutually beneficial or a "win-win" outcome should be the goal. However, you must be honest with yourself and your belief that the other person will truly benefit. An example of this is a salesperson who believes everyone will benefit from his product and life will be much better for the customer because of the purchase. A salesperson with this mentality can easily fall into using dark tactics to move the person to buy and use an "ends justifies the means" mentality. This opens the person up to any and all tactics to get the sale.

Chapter 2 - The Basics of Covert Emotional Situation and Manipulations



What is Covert Manipulation?

Some forms of covert manipulation, have likely been around for thousands of years. However, new and organized covert manipulation methods like neuro-linguistic programming and pick-up artist techniques, have risen to prominence within the last 15 years or so with the advent of the Internet. It is probable that more average people are now engaging in covert manipulation than ever before.

Covert is an adjective meaning covered, hidden, or disguised. Manipulation is the act of moving something around by hand, or, the act of controlling by artful, unfair, or insidious means, especially to your own advantage. It is important to note that not all covert manipulation techniques are essentially harmful, and not all people who use these tactics are using them with the intent to harm, dominate, or outsmart. However, the term covert manipulation is an accurate descriptor for all of the methods discussed below, regardless of the intent of the user. For better or worse, the aim is to subtly persuade or direct others without revealing a hidden agenda.

Covert emotional manipulation is the process in which one gains control over the other's mind without their knowledge just by making conversations by the listener's subconscious mind. The ultimate aim here is to change the opinion of the person in question by manipulating their thoughts and making them do things your way. In this process, the manipulator changes the thought pattern of the people, their behavior, emotions, and perception of life on a subconscious level. Unlike with conventional hypnotherapy sessions, covert manipulation does not involve closing of the eyes or any kind of moving pendulum or weird hand gestures.

Specific covert manipulation techniques include the use of propaganda, neuro-linguistic programming (NLP), pick-up artist techniques (PUA),

obfuscation, subversive symbolism, etc. Covert manipulation tactics are a form of mind control, albeit more subtle than overt forms such as brainwashing.

In practice, covert manipulation tactics can include all of the following: using nonverbal cues to get someone to like or to agree with you, guiding or directing conversations in such a way as to reveal only select information, encoding subliminal commands into speech or gestures, trying to build a (sometimes false) sense of trust or rapport in a target, making assumptions about a target’s worth, psychological motivations, wants, needs, or intelligence, not providing all the relevant facts and information, or even concealing the truth.

The commands or suggestions given by the person manipulating to the person being manipulated are more of a metaphor and presented in an indirect fashion, although in certain cases they are also given directly. Stories are one of the tools of covert manipulation which can be effectively used to convey your actual message across and help remember it with much more probability. The initial step in covert manipulation though is to build a rapport with the listener. It is easy to do it with friends and family but also not that difficult to do it with strangers. All you have to do is use some compliment on them or laugh at their jokes to build a comfort level with your unknown listener. It is not necessary that you go too deep into building a connection with your listener.

The next step after building a rapport with the person to be manipulate you have to try and switch off the listener's critical mind. It is nothing but diverting the listener's mind from its normal thinking state to an imaginary thinking state. You can always start by using some scenarios and asking them questions like "What if..." or "Imagine this...". This immediately shuts off their critical mind and lets their imagination dominate their thought

process. After successfully taking the listener off his/her critical mindset you may now make your irresistible commands and describe the things you want him/her to do. The effectiveness of this method depends on a lot of things that you put into it. It depends on the way you transform their mind from critical thinking to imagination and the kind of statements you make to convince them well enough to perform the task you give them.

This technique can be well practiced by salesmen, businessmen, therapists and so on. It is essentially used to bring about positive outcomes out of the listener but may at times be misused by some evil-doers who have mastered this art. It is an interesting activity which can be learnt to help others as well. So why not use this powerful technique to enrich your relationships and business affairs and also help others to attain the same power.

I might as well state the conclusion that I have drawn first before we examine some of these specific techniques in more detail below. All covert manipulation tactics are unethical and here is why: we may be tempted to employ covert persuasion techniques when it benefits us, but we don't like the thought that someone is secretly manipulating us without our knowledge. You should treat others how you would like to be treated.

I personally started studying these tactics to ensure that it would be harder for anyone to use them against me. While some seem relatively benign, others seem manipulative at first glance. In fact, while I was studying these techniques, the desire to use persuasion techniques to my own advantage, especially in job interviews or adversarial situations was strong, until I stopped to consider whether it was ethical and honest to do so. Wisdom always asks, "Is it right?" Would I like it if this was done to me? Am I capable of using this knowledge without abuse or strictly for personal gain and profit?

Even if we are comfortable with the idea of someone secretly manipulating us, that still doesn't make it right for them to do so. Covert manipulation tactics, even those which are not inherently harmful to others, are still an attempt to subvert someone’s free will without their knowledge, for personal gain or to suit an unstated agenda. Covert manipulation means having power over someone, and with that power comes the potential for use or abuse.

Propaganda

Propaganda is covert manipulation directed at the masses. Some techniques include the use of dialectics (presenting premeditated choices to the public in order to manipulate the preferred outcome), misdirection, social engineering, obfuscation of relevant facts to skew public opinion, and so forth.

Propaganda can also include non-verbal techniques. The use of patriotic music at sporting events and military parades is purposely used to bypass the logical faculty of the mind because music appeals to the right brain and to the emotions. Patriotic music is a useful emotional tool to promote coherence or shared identity within a specific group or nation. Like other covert manipulation tactics, propaganda is generally unethical because it is subversive; an attempt to circumvent the free will of the individual and the group by nefarious or subconscious means.

Neuro-Linguistic Programming

Neuro-Linguistic Programming or NLP is a group of techniques popularized by the New Age and self-help movements for use in conversation, self-improvement, and behavior modification. NLP ostensibly has two purposes. You can use it to train your own mind how to overcome bad habits, become more productive, and so forth. There is no ethical problem with using NLP techniques on yourself if you find them effective.

However, NLP doubles a powerful covert manipulation tool that can be used on others in the guise of persuasion techniques. NLP can include deliberate use of body language, such as mirroring (subtly imitating what the other person is doing, such a crossing your legs when they do) to get someone to like or agree with you, guiding or directing conversations to your benefit, anchoring (using specific words to direct others' thought processes), hiding subconscious suggestions within sentences or gestures, and trying to build trust or rapport with a target in order to unduly influence them.

Understanding NLP is essential in adversarial situations so that you can defend yourself and react effectively if someone uses NLP on you. Some NLP proponents are not content to use traditional debate and rhetorical skills; they must rely on subterfuge in order to make their points. Defenses against subversive NLP include assertively pointing out when someone is interrupting you, not allowing you to answer a question, changing the subject, or trying to deliberately misdirect the conversation. When you call someone out on their underhandedness, they no longer have the advantage.

Pick Up Artist Techniques

Pick up artistry, or PUA is a set of popular covert manipulation techniques which rely on elements of pop psychology, evolutionary psychology, and game theory. The general aim is to evaluate targets based on their physical attributes or sex rank and use covert manipulation to seduce them or secure them as a romantic partner. Pick Up Artist is a means to an ends. The end game is advancing your own agenda, which can be anything from finding a good mate to luring a random person into bed with you as soon as possible.

Pick Up Artist techniques can include overt displays of confidence or self-worth, getting someone to trust you through quickly building rapport, subtly putting someone down (negging) to demonstrate your own superior worth, touching someone in order to quickly escalate an encounter sexually, misdirecting to make a target think your goal is not sex when it is, and so forth. PUA can even include outright lying depending on the motives of the person using it.

A lot of the criticism of PUA comes from feminists who think that PUA is practiced by predatory men who objectify women. While some PUAs are certainly predatory, I would argue that gender issues are irrelevant to the ethical problems inherent with PUA. I realize that the majority of PUAs are men, but some are women. This isn’t about so-called feminism or mens’ rights. I argue that PUA can be equally unethical when used by both genders. Any belief system which advocates the dominance or superiority of one gender over the other is inherently unethical. Both genders balance and compliment one another. Egalitarianism is the natural result of neither gender trying to aggressively dominate its opposite.

The ethical problems with PUA begin with the failure of egalitarianism. Rather than approaching someone from a position of equality or human

dignity, you approach them from a position of dominance and superficial judgment of their relative worth. You think only of what you can gain from them, or how you can use your superior knowledge of psychology to manipulate or influence them without tipping your hand. Even if you are not predatory in your use of PUA, the practice of the same includes hidden power over others, and for less ethical pick up artists, using that power someone at else's expense.

I realize that it can be hard to meet partners and that there are a mass of superficial and social conventions which are supposed to govern the courting processes. That does not change the fact that being straightforward and assertive about your desires is ethical and indicative of a person of character. Using dishonest and covert means to "game" others, or lull them into a false sense of security is not. The fact that PUA works is a sad commentary on the present intellectual and moral state of humanity.

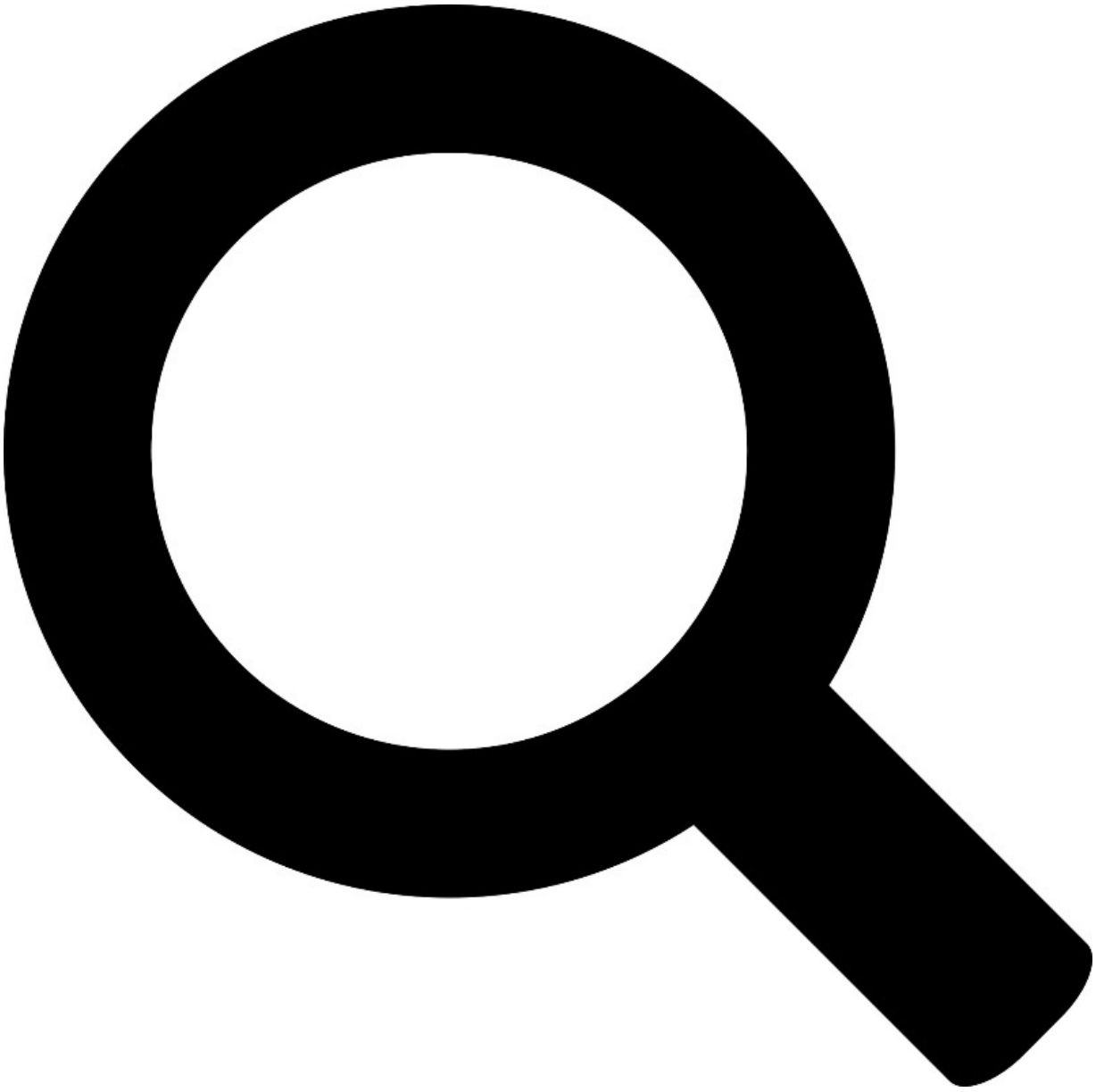
Defending Against Covert Manipulation Tactics

The first defense against covert manipulation tactics is to recognize that they exist in the first place and that they are relatively widespread within society. While I don’t advocate a negative or cynical worldview, I do advocate a realistic one. Not everybody is honest, assertive or straightforward, and many people, corporations, and governments have hidden agendas of their own to push.

The second line of defense against covert manipulation is to study all of the methods available in detail, with the aim of understanding and recognizing them if they are ever used on you, or if you see them used by the media. We should learn about everything, even things we don’t agree with. Some types of covert manipulation, like propaganda, are more or less one directional. You aren’t interacting with the source of the manipulation, but you can still recognize the forms that it takes.

Assertive communication can help defend against NLP or PUA techniques when you feel someone is misdirecting a conversation, trying persuade you, invading your personal space, or steering you into something that you don’t want. It’s also a good idea to have strong personal boundaries which help to protect you from predators and manipulators.

Chapter 3: Analyzing Dark Psychology



Dark Psychology posits that all humanity has a reservoir of malevolent intent towards others ranging from minimally obtrusive and fleeting thoughts to pure psychopathic deviant behaviors without any cohesive rationality. This is called the Dark Continuum. Mitigating factors acting as

accelerants and/or attractants to approaching the Dark Singularity, and where a person's heinous actions falls on the Dark Continuum, is what Dark Psychology calls Dark Factor.

Dark Psychology is a concept this writer has grappled with for fifteen years. It has only been recently that he has finally conceptualized the definition, philosophy, and psychology of this aspect of the human condition. Dark Psychology encompasses all that makes us who we are in relationship to our dark side. All cultures, all faiths, and all humanity have this proverbial cancer. From the moment we are born to the time of death, there is a side lurking within us all that some have called evil and others have defined as criminal, deviant, and pathological. Dark Psychology introduces a third philosophical construct that views these behaviors different from religious dogmas and contemporary social sciences theories.

Dark Psychology assumes there are people who commit these same acts and do so not for power, money, sex, retribution or any other known purpose. They commit these horrid acts without a goal. Simplified, their ends do not justify their means. There are people who violate and injure others for the sake of doing so. Within in all of us is this potential. A potential to harm others without cause, explanation, or purpose is the area this writer explores. Dark Psychology assumes this dark potential is incredibly complex and even more difficult to define.

Dark Psychology assumes we all have the potential for predator behaviors and this potential has access to our thoughts, feelings, and perceptions. As you will read throughout this manuscript, we all have this potential, but only a few of us acts upon them. All of us have had thoughts and feelings at one time or another of wanting to behave in a brutal manner. We all have had thoughts of wanting to hurt others severely without mercy. If you are

honest with yourself, you will have to agree we all have had thoughts and feeling of wanting to commit heinous acts.

Given the fact, we consider ourselves a benevolent species; one would like to believe we think these thoughts and feelings would be non-existent. Unfortunately, we all have these thoughts, and luckily, never act upon them. Dark Psychology poses there are people who have these same thoughts, feelings, and perceptions but act upon them in both premeditated and impulsive ways. The obvious difference is they act upon these thoughts while others simply have fleeting thoughts and feelings of doing so.

Dark Psychology posits that this predator style is purposive and has some rational, goal-oriented motivation. Religion, philosophy, psychology, and other dogmas have attempted cogently to define Dark Psychology. It is true most human behavior related to evil actions is purposive and goal oriented, but Dark Psychology assumes there is an area where purposive behavior and goal-oriented motivation seems to become nebulous. There is a continuum of Dark Psychology victimization ranging from thoughts to pure psychopathic deviance without any apparent rationality or purpose. This continuum, Dark Continuum, helps to conceptualize the philosophy of Dark Psychology. Dark Psychology addresses that part of the human psyche or universal human condition that allows for and may even impel predatory behavior. Some characteristics of this behavioral tendency are, in many cases, its lack of obvious rational motivation, its universality and its lack of predictability. Dark Psychology assumes this universal human condition is different or an extension of evolution. Let us look at some very basic tenets of evolution. First, consider we evolved from other animals and we presently are the paragon of all animal life. Our frontal lobe has allowed us to become the apex creature. Now let us assume that being apex creatures

does not make us completely removed from our animal instincts and predatory nature.

Assuming this is true if you subscribe to evolution, then you believe that all behavior relates to three primary instincts. Sex, aggression, and the instinctual drive to self-sustain are the three primary human drives. Evolution follows the tenets of survival of the fittest and replication of the species. We and all other life forms behave in a manner to procreate and survive. Aggression occurs for the purposes of marking our territory, protecting our territory and ultimately winning the right to procreate. It sounds rational, but it is no longer part of the human condition in the purest sense.

Dark Psychology assumes this dark side is also unpredictable. Unpredictable in the understanding of who acts upon these dangerous impulses, and even more unpredictable of the lengths some will go with their sense of mercy completely negated. There are people who rape, murder, torture, and violate without cause or purpose. Dark Psychology speaks to these actions of acting as a predator seeking out human prey without clearly defined purposes. As humans, we are incredibly dangerous to ourselves and every other living creature. The reasons are many and Dark Psychology attempts to explore those dangerous elements.

The more readers can visualize Dark Psychology, the better prepared they become to reduce their chances of victimization by human predators. Before proceeding, it is important to have at least a minimal comprehension of Dark Psychology. As you proceed through future manuscripts expanding this construct, this writer will go into detail about the most important concepts. Following are six tenets necessary to fully grasp Dark Psychology and as follows:

1. Dark Psychology is a universal part of the human condition. This construct has exerted influence throughout history. All cultures, societies and the people who reside in them maintain this facet of the human condition. The most benevolent people known have this realm of evil, but never act upon it and have lower rates of violent thoughts and feelings.
2. Dark Psychology is the study of the human condition as it relates to peoples thoughts, feelings, and perceptions related to this innate potential to prey upon others devoid of clear definable reasons. Given that all behavior is purposive, goal-oriented, and conceptualized via modus operandi, Dark Psychology puts forth the notion the near era person draws to the “the black hole” of pristine evil, the less likely he/she has a purpose in motivations. Although this writer assumes pristine evil is never reached, since it is infinite, Dark Psychology assumes there are some who come close.
3. Because of its potential for misinterpretation as aberrant psychopathy, Dark Psychology may be overlooked in its latent form. History is replete with examples of this latent tendency to reveal itself as active, destructive behaviors. Modern psychiatry and psychology define the psychopath as a predator devoid of remorse for his actions. Dark Psychology posits there is a continuum of severity ranging from thoughts and feelings of violence to severe victimization and violence without a reasonable purpose or motivation.
4. On this continuum, the severity of the Dark Psychology is not deemed less or more heinous by the behavior of victimization but plots out a range of inhumanity. A simple illustration would be comparing Ted Bundy and Jeffrey Dahmer. Both were severe

psychopaths and heinous in their actions. The difference is Dahmer committed his atrocious murders for his delusional need for companionship while Ted Bundy murdered, and sadistically inflicted pain out of sheer psychopathic evil. Both would be higher on the Dark Continuum, but one, Jeffrey Dahmer, can be better understood via his psychotic desperate need to be loved.

5. Dark Psychology assumes all people have a potential for violence. This potential is innate in all humans and various internal and external factors increase the probability for this potential to manifest into volatile behaviors. These behaviors are predatory in nature and, at times, can function without reason. Dark Psychology assumes the predator-prey dynamic becomes distorted by humans and losing all motivations, thought to be innate as part of the planet's living organism. Dark Psychology is solely a human phenomenon and shared by no other living creature. Violence and mayhem may exist in other living organisms, but humanity is the only species that has the potential to do so without purpose.
6. An understanding of the underlying causes and triggers of Dark Psychology would better enable society to recognize, diagnose and possibly reduce the dangers inherent in its influence. Learning the concepts of Dark Psychology serves a twofold beneficial function. Accepting we all have this potential for evil allow those with this knowledge to reduce the probability of its erupting. Secondly, grasping the tenets of Dark Psychology fits our original evolutionary purpose for struggling to survives.

Chapter 4: Manipulation

Renowned critic and always MIT linguist Noam Chomsky, one of the classic voices of intellectual dissent in the last decade, has compiled a list of

the ten most common and effective strategies resorted to by the agendas “hidden” to establish a manipulation of the population through the media.

Historically the media have proven highly efficient to mold public opinion. Thanks to the media paraphernalia and propaganda have been created or destroyed social movements, justified wars, tempered financial crisis, spurred on some other ideological currents and even given the phenomenon of media as producers of reality within the collective psyche.

Media manipulation is part of our daily life. Each event is presented by the media in a way that is convenient for each of them. The misconception of the reality created by the media in the audience can lead to wrong assessment and behavior in humans. Media not only have a social role, but they actually are tools for controlling public temperature. Media manipulation consists of the way news is presented and depends on how people will understand a process and how they will react to it. The media have a social role to varying degrees. They can talk about certain issues and keep silent about others. This is exactly what turns them into a new type of power.

In closed and authoritarian countries, media aim at persuading the audience that we should accept unconditionally all political and social actions of the government. So they become part of the state power bodies. While in the open and democratic societies, the media are an intermediary between the authorities and people. They should provide a two-way flow of information from the institutions to society and vice versa. Media competition leads to differentiation of news and information, also called media manipulation

But how to detect the most common strategies for understanding these psychosocial tools which, surely, we participate? Fortunately, Chomsky has been given the task of synthesizing and expose these practices, some more

obvious and more sophisticated, but apparently all equally effective and, from a certain point of view, demeaning. Encourage stupidity, promote a sense of guilt, promote distraction, or construct artificial problems and then magically, solve them, are just some of these tactics.

These are strategies for steering whole populations. Sylvain Timsit is named in several places. Elsewhere a search ends with the French-speaking interdisciplinary journal Les Cahiers Psychologie politique and Noam Chomsky is wrongly identified as the author.

Whether the strategies were or were not originally meant satirically is not important to me. That the strategies seem relatively plain, plausible and empirically observable - with a little everyday distance - is more important. Those persons may agree who do not only rely on mainstream media with its fragmented selection of themes and abridged information bombardment.

Whoever does this and sees the world from the perspective of a liberal pluralism according to which there is no power center, no elite and no rule in society but many different groups of actors who exert their influence in a somewhat balanced way so those ideas prevail that correspond to the fundamental interests of the majority will probably reject the list.

Steering Attention

An essential element of social control is the strategy of distraction, which is to divert public attention from problems and important changes decided by the political and economic elites. Through the technique of flooding, constant distractions and trivial information the mind becomes more docile and less critical. The strategy of distraction is also essential in preventing mass interest in science, economics, psychology, neurobiology, and cybernetics.

The keyword here is "insignificance." Attention is a very limited resource. If a democratic society should be organized so relatively few profit while most others have to watch, the majority must be occupied with such things so they do not get in the way of particular interests. Such a state of diversion was attested by Juvenal of the Roman Republic under the term "bread and circuses."

Whoever respects the choice of themes in TV, radio, newspaper and conversations of fellow persons should ask about the relevance of particular themes for one's life or the life of fellow persons by focusing on the conditions of long-term joy in existence and then examine how the relation of employment time or attention expense to relevance for life may reveal a kind of "inversion" of things.

To make certain themes sensational, there are special offers in the supermarket, tables of favorite teams, love affairs of the prominent, name curiosity of the neighbor child, advantages of medium-fat compared to normal margarine and so forth vs. dismantling civil rights, torture and threatened mass murder and secret wars through western "models," anchoring war, racism, and precariousness in normality as well as

falsification of causes of war and promotion of crises through war ideologies and so forth.

The Forced Cycle Of Problem, Reaction, And Solution

This method is also called "Problem-reaction-solution." They create a problem, a "situation" to cause some reaction in the audience so that this becomes the norm of the measures you would accept. For example: 'let us intensify urban violence, or organize bloody attacks so that the public becomes more accepting of the laws and policies that are detrimental to their freedom'. Or: create an economic crisis in order for the public to accept as a necessary evil the annulment of social rights and dismantling of public services.

When social problems are concocted to provoke a specific need for orientation in the population, that makes possible a solution in the ideological direction desired from the beginning. A serious crime is committed especially when the living conditions of people deteriorate.

Neoliberal advocates are very gifted as shown in the example of state financing that was increasingly destroyed when public debts skyrocketed and the necessary fear was produced with the backing of the media and business lobbies to carry out false solutions in the form of debt brakes. Ultimately these lead to follow-up problems (financing bottlenecks, economic stagnation, further rise of state debts) which revitalize the old familiar privatization concept as a subsequent solution and strongly expand the sphere of influence for massively concentrated private capital.

This means privatization, deregulation and cutting state expenditures. Resistance against the trimming of the state on the spending side comes from the bureaucracy and subsidy recipients. Therefore the emaciation or thinning must probably start on the tax side with tax cuts to support the dictate of the empty treasury. This allows state deficits to climb as experience demonstrates. This kind of strategy can be seen in the current

"Euro-crisis." Through social cuts, economic collapses are forced to drive up mass unemployment. Dismantling the collective bargaining system fuels wage cuts which lead to corollary problems.

In her book "The Shock Doctrine," Naomi Klein showed many examples of this process. Whoever sees the elites' information advantage over their diverted populations, particularly when the mass media acts as a "fourth branch" under resource scarcity and factors of capital-connection and under a unanimous mentality does not need much imagination to recognize how easily crises, catastrophes, and other problems in many areas can be intensified and exploited.

Gradation Of Changes

To make an unacceptable measure acceptable, gradually apply enough pressure, drop by drop, for a few consecutive years. It is in such a way that new, radical socioeconomic conditions were imposed during the 1980’s and 1990’s: the minimal state, privatization, insecurity, flexibility, mass unemployment, wages that do not ensure decent incomes, many changes that would have given rise to a revolution if they had been applied all at once.

As is obvious for light, pressure, and noise, etc., the perception of political processes of change also depends on their gradation. The economization of all areas of life cannot be introduced in the crisis from today to tomorrow. Rather it must be culturally sedimented across generations by influential institutions if the cost-benefit, market- and management-model should become the all-pervasive social principle. These techniques are also applied on a smaller scale. In the case of planned cuts in the school- and university area, an OECD publication recommends keeping state grants constant and not lowering them on account of the danger of protests of "watchful political" groups.

Postponement Of Changes

Another way to accept an unpopular decision is to present it as "painful and necessary", in order to win over public acceptance at that time. It is easier to accept a future sacrifice than an immediate sacrifice. First of all, because the measure is not used immediately; secondly, because the public, the masses, always have the tendency to expect naively that "everything will improve tomorrow" and that the sacrifice required may be avoided. This gives more time to the public to get used to the idea of change and accept it without resignation when the time comes.

If planned deteriorations of conditions for a large part of the population are on the agenda, the alleged reasons for this should be set out early. As long as the constructed problem is not yet acute, civil society will have little motivation to examine the assertions. When it is acute, the constructed problem is made to appear as a familiar fact. In Germany, demographic change and global competition were put in the limelight so wage, pension- and social cuts appear as "painful" but modern necessities in times of permanent neoliberal breakdown.

Address In Children's Language

Most ads targeted towards the general public use discourse, arguments, characters with especially childish intonation, often targeting frailty, as if the viewer were a creature of very young age or mentally impaired. The more you try to fool the viewer, the more childish the adopted tone. Why? If one goes to a person as if she had the age of 12 years or less, then, due to suggestive quality, the other person tends, with some probability, to respond or react without much thought as a person 12 years old or younger would.

To announce unpleasant subjects, vague messages are used where anything can be interpreted in what is said. No attack surfaces arise for serious criticism. On the other hand, if the population is addressed directly, the collective counterpart is forced in the children's role by a plain language that renounces relevant details in a patronizing or solicitous sympathetic tone. Early on people are accustomed to correspond to certain role models that are activated by environmental incentives. In a strongly conservative society with clear hierarchies and behavior patterns engraved, this technique may have the desired success in the form of unquestioning obedience and trustful acceptance inspiring confidence.

Replace Reflection With Emotions

The puppet-masters don’t want to activate people’s thoughtful sides. They want to stir up emotions and reach people’s unconscious. That’s why so many of these messages are full of emotional content. The point is to cause a kind of “short circuit” in rational thinking processes. They use emotions to capture the overall meaning of the message, but not the specifics. This is another way they kill people’s critical thinking abilities

"Thinking" as ability is recent in evolutionary history. The basis of the human spirit is an emotional core that leads to powers of judgment at whose gates watchmen of reason simply refuse their service. Inequality and unemployment increase quickly; "competitiveness" and population rivalry become the supreme motivations of humanity and German tank deliveries to dictators for quelling rebellions become the normal case.

Promoting Ignorance

Make sure the public is incapable of understanding the technologies and methods used to control and enslave. The quality of education given to the lower social classes should be as poor and mediocre as possible so that the gap of ignorance between the lower classes and upper classes is and remains impossible to achieve for the lower classes.

Ignorance can include not-knowing and not wanting to know. Both conditions may be coupled closely together. Not-knowing can trigger shame. Different possibilities of avoiding shame could then favor not-wanting to know.

One can completely stay away from milieus and themes of political power to take the shame-filled knowledge of one's not-knowing out of the limelight or one can deny the relevance of knowledge and jump out of the way in formulas like "nothing will change anyway! " "nothing can be done!" and "the world runs that way!" which like curtains are appropriate wherever the calm ambiance would otherwise be disturbed. These are human behavior patterns used to the disadvantage of the majority of the population by the state and capitalist authority. An enormous discrepancy exists between knowledge and knowledge relevance in economic affairs. What is money? What is the function of wages and productivity within a national economy? What do the distribution conditions look like and how did they develop? Who owns what and why? Why is there mass unemployment and how does it affect the pecking order or balance of power within a society?

Strangely enough, those questions are hardly discussed in school and commercial television or only in a non-controversial or fragmentary way - although the ideas bound with them always have the last work in justifying

incisive changes of macro-social range. "That costs jobs!" "We cannot afford this social state anymore!" "We need structural reforms!" and "Competitiveness must be increased!" are heard. Comprehensive knowledge would be a democratic necessity here (at least if democracy should not be restricted to a blind motor act at the ballot box). However systematic ignorance of people is promoted by private enterprise lobbyism, through media brainwashing or through increasing work concentration, income competition, and status anxieties - that narrow the focus to the near environment.

Propagating Mediocrity

Most trends and fashions don’t just come out of nowhere. There is almost always someone setting them in motion and promoting them. They do it to create homogenized tastes, interests, and opinions. The media constantly promotes certain fashions and trends. Most of them have to do with frivolous, unnecessary, even ridiculous lifestyles. They convince people that acting this way is just what’s in style.

Standardized reality consists in working, consuming, taking advantage of mass entertainment possibilities and being honest in small things. People accept the standardized reality and obligingly pass it on to their fellow persons.

Give Resistance A Bad Conscience

Make the individual believe that he/she is the culprit of their own misfortune and make them doubt their intelligence, their abilities, or their efforts. So, instead of rebelling against the economic system, the individual devaluates and blames himself, which generates a depressive state, the purpose of which is to stifle action, and without action, there is no revolution.

In a little book, Stephan Hessel, the renowned fighter of resistance and co-author of the human rights declaration urged: "Be outraged!" He aimed at the discriminating, anti-social and power-concentrated conditions of our time radically threatening civilization and pleaded for an engaged and informed standard of living that uses civil disobedience.

To sabotage the presuppositions of this kind of attitude, persons must be given a bad conscience paralyzing them in maintaining conditions from the perspective of the functional elites. They are told they are inadequate or even that human nature altogether is bad. The person is an egoist, greedy and lazy. The person who does not believe that is a "good person."

This implicit message can be heard in the varied TV entertainment [24], resounds in slogans like "We have lived beyond our means" or in devaluing and punishing life environments created through the social system that was accompanied by a public rabble-rousing against the socially disadvantaged.

The atmosphere produced here demoralizes large parts of the population since it steers the general aversion against those fellow persons who are bound to the social state instead of directing this aversion against the real collective causal agents of the suffering. This atmosphere breaks solidarity in that everyone is called to a bad conscience and urged to retreat in the near environment so they can be reliable and ready to achieve.

Knowing More About Persons Than They Know Themselves

Over the last few decades, science has given us access to such knowledge about human biology and psychology. But this information still isn’t available to most people. Only a tiny bit of information ever reaches the public. Meanwhile, the elites have all this information and use it as they please. Once again we can see how ignorance makes it easier for the powers that be to control society. The goal of these strategies of media control is to make the world into whatever the most powerful people want it to be. They block everyone’s critical thinking abilities and freedom. But it’s our responsibility to stop passively letting them control us. We must put up as much of a fight as we can.

While all kinds of daily barrage and commercial attention magnets fix the population in ignorance and diversion about social conditions, those who have much to lose and extensive resources [do nothing to prevent this according to the motto "knowledge is power.

Think tanks for example function here as institutions that receive millions from powerful capital interests and produce dominant knowledge through studies suited for functional elites and decision-makers.

If one views the world as a causal network where an endless variety of causes and effects are bound together on the most different planes, institutions with huge resources produce a fabulous intervention-knowledge on the social plane through extensive documentation and statistical analyses (big data and data mining), not radical academic theories. This serves their "soft manipulation" available to the whole population for immunization.

Chapter 5: Hypnosis

Self-Hypnosis

In today's ever-changing world, we sometimes need help to get rid of habits and calm our fears. We can turn to the traditional methods: doctors, government agencies and over the counter medication. We can talk to therapists and psychologists. We can even go-it-alone. Sometimes, however, when it seems nothing we do is helping our situation, we need a little help that is outside the box. It is time to consider self-hypnosis. It can work where all other methods have let us down.

Self-hypnosis is a relative of hypnosis. It simply replaces a hypnotherapist or other qualified individual with the client. In other words, the hypnotist is also the client. Self-hypnosis, like hypnosis, is tool of self-discovery and awareness. It is a means through which anyone can access the subconscious mind. You do so deliberately with the intent to alter the current pattern of thought held by the subconscious. In doing so, you begin to lay the groundwork for change.

The purpose of Self-hypnosis varies in accordance with the individual's needs. The basic function of this technique is to help an individual reach deep down into his or her subconscious. In doing so, you can retrain it to reflect and embrace what you wish to accomplish. Some typical purposes of self-hypnosis include:

- To quit smoking
- To help with a diet
- To improve your overall self-image
- To help you overcome any fears
- To stop such things as procrastination
- To aid you in addressing phobias

- To assist you in improving your memory

Stage Hypnosis

Stage hypnosis is not hypnotherapy. Rather, stage hypnosis is the application of hypnosis for entertainment purposes. In such shows, it is the hypnotist's craft to convince the audience that hypnosis is a magical and mysterious power. The greater the magic and mystery, the better the show. It is important to know that what the audience sees is not a pure and magical display of the powers of hypnosis. Like a good magic show, there is more going on than that which you see or are told.

A major factor rarely revealed is the power of the stage subjects complying with commands due, not so much to hypnosis, but of a phenomenon called group or crowd expectation. Psychologists know that it is much easier to predict, influence and determine an individual's behavior when the individual is in a crowd or large group of people. There is a strong power called stage conformity that greatly enhances the stage hypnotist's apparent magical powers. Through stage conformity the stage subject(s) agrees to go along with the hypnotist, not because of the hypnosis, but because they don't want to let down the audience. They follow the directions of the hypnotist to incredible ends; however not because they are in hypnosis and don't have a choice. But because they want to please the audience and avoid personal embarrassment from a crowd caused by not doing what is expected of them. It does not matter if they end up doing embarrassing things, like quacking like a duck; that's not the point. The better and louder they "quack", the more bizarre they are, the more that hypnosis comes off as mind control... then the better a performer they are. The audience will like, approve, and embrace them more if they "go with show" instead of resisting the directions of the entertainer. Stage conformity can indeed be stronger than the effect of hypnosis. Having been a stage subject on two different occasions I can attest to what that experience is like.

Does hypnosis play a part in the stage show? Yes, but mostly only to a degree. In stage shows, hypnosis is serving to help focus the mind. Using hypnosis to focus and clear the mind places the multitude of conscious, oftentimes random, thoughts aside for the time. Again, a clear and focused mind is a very powerful thing. This, combined with stage conformity, makes the hypnotist's job not very difficult indeed. You will notice they are able to concentrate a lot of their own energy simply on entertaining and livening up the show. The more they can convince the audience hypnosis is mind control, the more interesting the show. And that is what gets presented; it is not what is going on.

Hypnosis is a very pleasant, relaxing and mentally refreshing experience. It's like taking a refreshing mental rest. As a stage subject, it is easy to want to go along with the show because you sense that not doing so will end the pleasant experience of hypnosis you are in. Your mind relaxes, it is not analyzing, grabbing or holding onto random thoughts. This does not mean the subject is unconscious, in a coma, or has had their mind taken over. You are aware of what's going on and aware of the sounds around you; perhaps more so than in normal waking consciousness. You know that if you really wanted to you could immediately wake yourself up. But for what purpose? If the hypnotist is respectful of your limits it is just as well to go with the experience.

When subjects are asked to do or say something that goes against their moral, ethical, or religious beliefs they either wake themselves up or simply do not comply with the hypnotist's command. A subject doesn't do anything while in hypnosis that they wouldn't normally do when they are awake; in the same context and setting. This came into question once with one stage subject that started taking off her clothes during the show, while the other subjects went only so far as that which is socially acceptable-

pretending to “strip” but stopping well short of crossing the social standard. The hypnotist himself was quite surprised and realized he had to stop the woman, which he did. It wasn’t until after the show that he found out that her occupation was that of a stripper.

Most hypnotherapists do not condone or endorse stage hypnosis. There is a real split between stage hypnotists and hypnotherapists. The reason is understandable for a stage hypnosis show works by portraying hypnosis as an unconscious sleep state which lends itself to mind control. This is a misrepresentation of hypnosis. It works to reinforce the false, socially held belief that hypnosis is weird, strange, and bizarre- which it isn’t. You don’t fall asleep, you aren’t in a coma, your mind is not being controlled. Hypnotherapists choose to use hypnosis as a tool to help others live a happier, healthier, and more rewarding life. In comparison, stage hypnotists use hypnosis as the central prop in their entertainment shows. It is clear why a split exists.

Despite the obvious differences between the stage hypnotist and hypnotherapist, the stage hypnotist does, inadvertently, serve a percentage of humankind through their application of hypnosis. The stage show, along with television depictions, fuels the collective belief that hypnosis is a powerful and miraculous thing that taps the power of the mind. It doesn’t take much to put the pieces together. “I have tried everything else, why not try hypnosis as a last resort? It’s strange, I don’t know how it works (fear of the unknown), but I don’t care... it just might work”. That is the line of thinking that prompts many telephone calls to the hypnotherapist listings in the yellow pages.

In a perfect world, people would be taught in school what hypnosis is and how it works. The value and benefits of hypnosis would be understood and there would be a more prominent place for it in society. However, that is

not the world today. Hypnotherapists have their work cut out for them when it comes to educating the public about hypnosis. Mass education should be a long-term goal of the profession. Ironically, this hypnotherapist sees a lack of public education being enacted by hypnotherapists. Many brochures written by hypnotherapists themselves tend to lack educational value about hypnosis. I suspect that a number of hypnotherapists prefer to keep hypnosis “magical” and “mysterious” because this quality, unquestionably, can boost clientele. To flat out condemn stage hypnosis is quite premature at this point in time.

Stage hypnotists are in a unique position to literally reach thousands of people who attend their shows. Stage hypnotists are encouraged to realize the high degree of influence they have which can be used to inform and educate people on the benefits of hypnosis and hypnotherapy. Perhaps at the end of the show, they can remind the audience what has been demonstrated, “We’ve had a great time here tonight. I want each of you to know that what you have seen is just a glimpse at what a focused mind can do. Aside from entertainment, hypnosis is just as powerful at helping to improve peoples’ lives. A hypnotherapist can use hypnosis to focus your mind on living a happier, healthier, and more rewarding life.”

How does Self Hypnosis Differ from Stage Hypnosis?

Hypnosis and self-hypnosis are respected forms of therapy. These forms of hypnotherapy are used to achieve a specific purpose - one in which only the person desiring change or seeking a solution and the therapist take part. The goals the therapist and client set are individualistic and meant to address a real need. The sessions and subjects are personal, private and performed in a safe and secure environment. If you use self-hypnosis, only you need to know why you are there.

In the case of stage hypnosis, the major difference is the stage. This is a public performance. People have paid the hypnotist/magician to see what he or she can "make" someone do. The "client" or stage prop is not there to achieve any personal goal except, perhaps for their few minutes of fame. The stage hypnotist can be manipulative and even exploitative to obtain his or her goals. Moreover, the whole strategy requires more than a little of illusion and even self-delusion.

Types of Hypnosis

There are four main types of hypnosis that are used in today's society to hypnotize another person or to hypnotize one's self. The four main types of hypnosis are traditional hypnosis, Ericksonian hypnosis, NLP hypnosis, and self-hypnosis. Each type of hypnosis varies in terms of use and practice. The main common denominator between the four types of hypnosis is that they all begin with some sort of hypnotic induction, such as fixed eye induction or counting backwards, to induce a hypnotic state.

Traditional Hypnosis. Traditional hypnosis is the most basic form of hypnosis and is most widely used because of the belief that anyone can do it with very little instruction and training. Traditional hypnosis is also believed to be the easiest form of hypnosis because it relies on simple suggestions and commands. This is the form of hypnosis that is widely advertised with hypnosis CDs and MP3s, along with hypnosis tapes. Once in a hypnotic state, traditional hypnosis methods connect with the subconscious and use direct suggestions and commands to influence a person's behaviors, thoughts, feelings, and actions. Examples of these commands could be a suggestion about self-confidence, or about quitting a bad habit like alcoholism or smoking. Because traditional hypnosis relies on suggestions and commands, it is often not seen as entirely effective for people that have critical and analytic thought processes. The conscious mind has a tendency to interfere with the processing of the suggestions and commands, critiquing the messages and not allowing it to be fully absorbed by the subconscious. Traditional hypnosis is also the basis for stage hypnotism, which is popular in today's culture among partygoers and comedy club attendees.

Ericksonian Hypnosis. Ericksonian hypnosis is based off of the principles developed by Dr. Milton Erickson. This form of hypnosis is particularly excellent for those that are skeptical of hypnosis because it uses metaphors instead of just direct suggestions. Metaphors allow the brain to think creatively and arrive at conclusions that may not be reached by employing the more unilateral form of traditional hypnosis. Metaphors work by comparing and contrasting two things in a more complex way than simple commands and suggestions. They also allow the mind to wrap around an idea or a thought in a more organic way than a direct suggestion, which is why skeptics often are able to be hypnotized using this method and not the traditional method. Ericksonian hypnosis uses isomorphic and interspersal metaphors. Isomorphic metaphors tell a story that has a moral, which makes the unconscious mind draw a one-to-one comparison between the moral of the story and a problem or issue that it is already familiar with. Interspersal metaphors use embedded commands that distract the conscious mind, allowing the unconscious mind to process the message of the metaphor.

Ericksonian hypnotherapy uses more of what it is called indirect suggestions. Indirect suggestions are much harder to resist because they are often not even recognized as suggestions by the conscious mind since they usually disguise themselves as stories or metaphors. An example of an indirect suggestion is " and perhaps your eyes will grow tried as you listen to this story, and you will want to close them because people can, you know, experience a pleasant, deepening sense of comfort as they allow their eyes to close, and they relax deeply."

Think about the following scenario: A child of five years of age is carefully carrying a full glass of milk to the dinner table. The parent of the child warns in a stern voice, "don't drop that!" The child looks up at the parent, stumbles, drops the glass, and spills milk everywhere. The now angry

parent shouts, "I told you not to drop that! You're so clumsy. You'll never learn!"

As unintentional as it may be, this is an example of hypnosis. The powerful authoritative voice (the parent), having created through indirect suggestion ("don't drop that!), an altered state (trance), has issued a direct post-hypnotic suggestion ("You're so clumsy. You'll never learn"). "Post-hypnotic" because, if the child accepts the suggestion (and children often do), he or she will always see themselves as clumsy. This post-hypnotic suggestion by the parent may well adhere to the directive in the future, sabotaging the child's success.

NLP Hypnosis. NLP hypnosis combines neuro-linguistic programming (NLP) with hypnosis, to achieve remarkable results. NLP is a form of psychotherapy the connects neurological processes to behavioral patterns - in essence, it connects what we do to how we feel. Hypnosis is a way by which the subconscious is communicated with directly, often bypassing the conscious mind; this means that the hypnotized person becomes highly suggestible and open to instructions and thought modification.

NLP hypnosis is used along with self-hypnosis to deal with issues such as self-confidence, self-esteem, and overall mental well-being. NLP hypnosis is also used to quell anxieties and conquer fears and phobias. This method of hypnosis is effective because it uses the same thought process as a fear or problem to reverse or get rid of the problem.

Perhaps the most common NLP technique is anchoring, and probably everyone has experienced it at some point. Is there a song which when you hear it, it triggers feelings from the past? If yes, then that song has become an anchor to those feelings. With NLP hypnosis, you can anchor whatever you want to whatever feelings or mental states that you desire. For example,

you can anchor touching your ear with feelings of self-confidence. Whenever you are feeling anxious about something or experiencing stage fright, you can simply touch your ear and access those feelings of self-confidence and control. When choosing an anchor (e.g. touching the top part of your right ear), it is important to choose one that is specific, intermittent (otherwise desensitization would occur), and that it is anchored to a prompt and unique reaction (otherwise association would not occur).

A more advanced NLP hypnosis technique is the flash. It is used to dismantle a conditioned response, in other words, to remove an association between two behaviors. For example, many people tend to have a cigarette when they are feeling hungry. With time, their minds will associate being hungry with having a cigarette, and they will start craving for a cigarette whenever they are hungry. The flash can be used to remove this association.

Another NLP hypnosis technique is called the reframe, and it is used to change the behavior of a person. The outcome (what the person's goal is) is identified, and then the subconscious is accessed and made to substitute one set behavior with another, which is acceptable to the conscious but will be more beneficial towards achieving the goal than the previous behavior.

The appeal of NLP hypnosis is that you do not need to master the whole art to benefit from it. Even if you just understand one concept or technique of NLP hypnosis, you can use it in isolation to improve your life. The anchoring is the easiest technique to learn, and we suggest that you try that first. NLP hypnosis is thought to be one of the most effective forms of hypnosis when the techniques are used either separately or all together.

Self-Hypnosis. Self-hypnosis as already discussed is performed by oneself to achieve a deep state of relaxation by utilizing any one of the aforementioned types of hypnosis. Self-hypnosis allows the mind to relax

and reach a hypnotic state without a hypnotist or hypnotherapist. Suggestions and commands are then made by yourself, or by a CD or MP3 that is guiding you in the hypnosis session. Many people now prefer self-hypnosis instead of guided hypnosis because they do not trust others with their fragile and influential subconscious mind.

Subliminal Message

When you’re trying to make a change but don’t seem to get results, there are limiting beliefs that are blocking you, and you must eliminate them and instill new ones. This process can happen only through the subconscious mind. Subliminal messages are the most powerful, easy, effective and friendly technique that deals directly with the root - the subconscious mind.

Subliminal messages have been researched extensively and time after time and are proven to be the best method to create profound changes. This method can be performed by anybody, and its effectiveness, results, and ease of use make it extremely popular and the most studied. From a little-known technique that was used by the elite, subliminal messages have become widespread among millions.

Play subliminal messages during sleep

Subliminal messages during sleep can help you create great changes and stick with them for the long term. With minimal effort, you can turn your 6-8 hours of sleep time into a personal development seminar. By exposing your brain to subliminal messages, you can easily invest 1/3 of your day in improving the issues you’re dealing with and program your subconscious mind to get rid of negative thought patterns.

Subliminal messages will push you further than ever before! You can use this way of subliminal messages like the most successful people do. You will increasingly build your confidence while reading the daily news online; you can develop spectacular social skills and learn to make new friendships easily while checking out recipes of your favorite pie. You can program yourself to feel happy when checking your email box; you can create positive money paradigms while liking posts on Facebook.

With only a few moments of listening, you'll start to feel the stress leaving your mind and body. You'll find yourself immersed in a deep feeling of pure relaxation and being free of worry. Besides all the wonderful goals you can achieve by using subliminal messages, you can also improve your sleep and wake up energetic, fresh, and lively with a positive spirit. You can find life-changing subliminal messages here at Vortex Success audio library.

Watch subliminal flashes on your computer screen

As you know, subliminal messages can be transmitted by audio, but also visually. The visual subliminal messages will appear as quick flashes on your computer screen. By using this method of subliminal messages, you can invest only a few minutes a day. The subliminal messages carry positive affirmations and being exposed to them over and over will create a new neural network in your brain. The meaning of all of this is that you can be the person you want to be.

The subliminal affirmations can become your reality and you can finally let yourself become the powerful individual you've always wished to be. With those subliminal messages in forms of flashes, you can easily manifest the affirmations and make them come true. It's very simple to set the subliminal messages on your PC; watch this video, scroll down and click on the 'live demo' button, to see how it's done.

Play MP3 subliminal messages during daytime

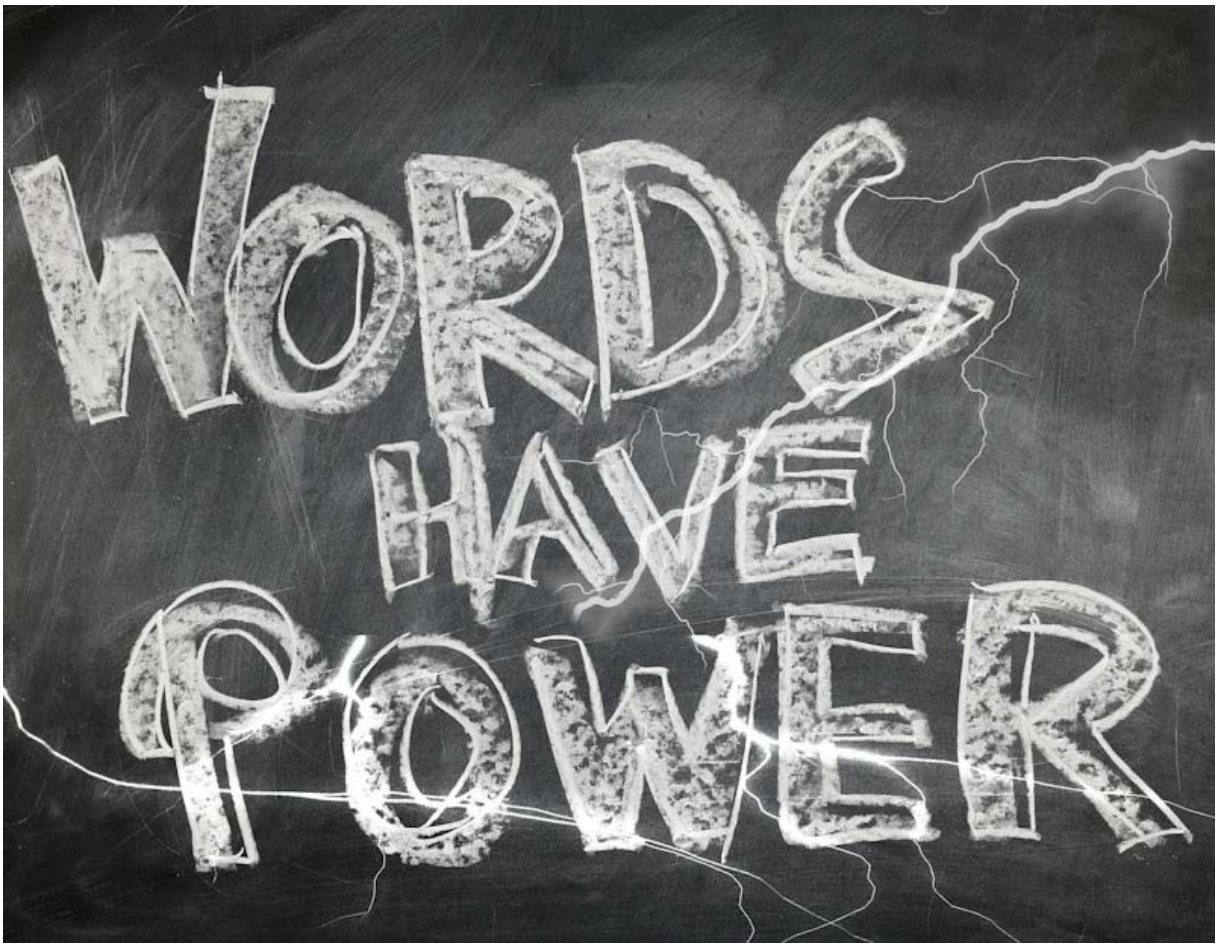
Although it's recommended to listen to subliminal messages before or during sleep, when the mind is in a receptive state, there are other efficient ways to use subliminals during the day.

Can the subconscious mind absorb the subliminal messages and be programmed while we are awake? Absolutely! During waking time, the brain functions with beta waves, but new information can still reach the

subconscious mind. New information gets to the subconscious all the time. The only difference is that we can communicate with the subconscious mind easily during alpha and theta waves production. During the day, we don’t have to communicate deliberately with the subconscious; we can simply let it absorb the subliminal messages automatically.

In addition to subliminal flashes, another highly effective way to use subliminal messages during the day is to play MP3 subliminal meditations in the background. You can cook, clean the house, take a relaxing bath or watch your favorite TV show.

Chapter 6: Persuasion



What is Persuasion?

When you think about persuasion, what comes to mind? Some people might think of advertising messages that urge viewers to buy a particular product while others might think of a political candidate trying to sway voters to choose his or her name on the ballot box. Persuasion is a powerful force in daily life and has a major influence on society and a whole. Politics, legal decisions, mass media, news, and advertising are all influenced by the power of persuasion and influence us in turn.

Sometimes we like to believe that we are immune to persuasion. That we have a natural ability to see through the sales pitch, comprehend the truth in a situation and come to conclusions all on our own. This might be true in some scenarios, but persuasion isn't just a pushy salesman trying to sell you a car, or a television commercial enticing you to buy the latest and greatest product. Persuasion can be subtle, and how we respond to such influences can depend on a variety of factors.

When we think of persuasion, negative examples are often the first to come to mind, but persuasion can also be used as a positive force. Public service campaigns that urge people to recycle or quit smoking are great examples of persuasion used to improve people's lives.

So what exactly is persuasion? According to Perloff (2003), persuasion can be defined as "...a symbolic process in which communicators try to convince other people to change their attitudes or behaviors regarding an issue through the transmission of a message in an atmosphere of free choice."

The key elements of this definition of persuasion are that:

- Persuasion is symbolic, utilizing words, images, sounds, etc

- It involves a deliberate attempt to influence others.
- Self-persuasion is key. People are not coerced; they are instead free to choose.

Methods of transmitting persuasive messages can occur in a variety of ways, including verbally and nonverbally via television, radio, Internet or face-to-face communication.

How Does Persuasion Differ Today?

While the art and science of persuasion have been of interest since the time of the Ancient Greeks, there are significant differences between how persuasion occurs today and how it has occurred in the past. In his book The Dynamics of Persuasion: Communication and Attitudes in the 21st Century, Richard M. Perloff outlines the five major ways in which modern persuasion differs from the past:

The number of persuasive messages has grown tremendously. Think for a moment about how many advertisements you encounter on a daily basis. According to various sources, the number of advertisements the average U.S. adult is exposed to each day ranges from around 300 to over 3,000.

Persuasive communication travels far more rapidly. Television, Radio and the Internet all help spread persuasive messages very quickly.

Persuasion is big business. In addition to the companies that are in business purely for persuasive purposes (such as advertising agencies, marketing firms, public relations companies) and many other businesses are reliant on persuasion to sell goods and services.

Contemporary persuasion is much more subtle. Of course, there are plenty of ads that use very obvious persuasive strategies, but many messages are far more subtle. For example, businesses sometimes carefully craft very specific image designed to urge viewers to buy products or services in order to attain that projected lifestyle.

Persuasion is more complex. Consumers are more diverse and have more choices, so marketers have to be savvier when it comes to selecting their persuasive medium and message.

Modern Persuasion

Pratkanis & Aronson (1991) argue convincingly that Western societies prefer persuasion even more than other societies do. Marriages aren't arranged, they are left up to the persuasive tactics of each couple. Unlike communistic countries that control trade, the creation of consumer tastes and choices is left to the advertiser. Arguments aren't settled by clan leaders or religious authorities, but by the wrangling of attorneys. Rulers are not royally born, or chosen because of their ability, but arise through one of the largest persuasion rituals of all, the election campaign. The candidate that has both good looks and a persuasive demeanor almost always wins.

The ancient Greeks had a more grounded approach to persuasion. A Greek citizen could hire a Sophist to help him learn to argue. Sophists were itinerant lecturers and writers devoted to knowledge--you might say they were the graduate students of the ancient world. The sophists argued that persuasion was a useful tool to discover truth. They thought the process of arguing and debating would expose bad ideas and allow the good ones to be revealed. A sophist didn't particularly care which side of an issue he was arguing. In fact, Sophists would sometimes switch sides in the middle of a debate. Their stated goal was reasoned argument that exposed the truth. They believed in the free market of good ideas.

Does that sound like our world? No - we rely on the use of persuasive and compliance tactics much more than did the ancients. But does the modern approach to persuasion take the form of reasoned argument and debate? Hardly. Today's persuaders appeal to the masses "through the manipulation of symbols and of our most basic human emotions" to achieve their goals.

Since the ability to persuade and to resist persuasion is directly related to one's success in life, you'd think the topic would be taught in school. You'd

think people would know their persuasion tactics as well as they know the letters of the alphabet, or the ten commandments, or how to perform CPR. But how many of us can recite ten principles of persuasion? How many of us can evaluate a situation and choose the right persuasive tool for the job at hand? How many of us are even aware of the thousands of times each day we are influenced by someone else?

Do this: take a look in your medicine cabinet, or your pantry, or your garage. Each item you see is a war trophy, representing some company's victory over their competitors. For some reason-- or maybe for no reason at all-- they convinced you to trade your hard-earned money for their product. How did they do that, exactly?

Make no mistake. There are legions of influence agents operating in our society. They thrive - they exist at the pinnacles of power - by getting you to think things and to do things they want you to think and do.

Most people are either unaware of these influences, or when they are, vastly overestimate the amount of freedom they have to make up their own minds. But the successful influence agent knows that if he can manage the situation and choose the correct technique, your response to his technique will be as reliable as the springing of a mousetrap.

Methods of Persuasion

The ultimate goal of persuasion is to convince the target to internalize the persuasive argument and adopt this new attitude as a part of their core belief system. The following are just a few of the highly effective persuasion methods. Other methods include the use of rewards, punishments, positive or negative expertise, and many others.

Create a Need

One method of persuasion involves creating a need or an appealing a previously existing need. This type of persuasion appeals to a person's fundamental needs for shelter, love, self-esteem, and self-actualization. Marketers often use this strategy to sell their products. Consider, for example, how many advertisements suggest that people need to purchase a particular product in order to be happy, safe, loved, or admired.

Appeal to Social Needs

Another very effective persuasive method appeals to the need to be popular, prestigious or similar to others. Television commercials provide many examples of this type of persuasion, where viewers are encouraged to purchase items so they can be like everyone else or be like a well-known or well-respected person. Television advertisements are a huge source of exposure to persuasion considering that some estimates claim that the average American watches between 1,500 to 2,000 hours of television every year.

Use Loaded Words and Images

Persuasion also often makes use of loaded words and images. Advertisers are well aware of the power of positive words, which is why so many advertisers utilize phrases such as "New and Improved" or "All Natural."

Get Your Foot in the Door

Another approach that is often effective in getting people to comply with a request is known as the "foot-in-the-door" technique. This persuasion strategy involves getting a person to agree to a small request, like asking them to purchase a small item, followed by making a much larger request. By getting the person to agree to the small initial favor, the requester already has their "foot in the door," making the individual more likely to comply with the larger request. For example, a neighbor asks you to babysit her two children for an hour or two. Once you agree to the smaller request, she then asks if you can just babysit the kids for the rest of the day.

Since you have already agreed to the smaller request, you might feel a sense of obligation to also agree to the larger request. This is a great example of what psychologists refer to as the rule of commitment, and marketers often use this strategy to encourage consumers to buy products and services.

Go Big and Then Small

This approach is the opposite of the foot-in-the-door approach. A salesperson will begin by making a large, often unrealistic request. The individual responds by refusing, figuratively slamming the door on the sale. The salesperson responds by making a much smaller request, which often comes off as conciliatory. People often feel obligated to respond to these offers. Since they refused that initial request, people often feel compelled to help the salesperson by accepting the smaller request.

Utilize the Power of Reciprocity

When people do you a favor, you probably feel an almost overwhelming obligation to return the favor in kind. This is known as the norm of reciprocity, a social obligation to do something for someone else because they first did something for you. Marketers might utilize this tendency by

making it seem like they are doing you a kindness, such as including "extras" or discounts, which then compels people to accept the offer and make a purchase.

Create an Anchor Point for Your Negotiations

The anchoring bias is a subtle cognitive bias that can have a powerful influence on negotiations and decisions. When trying to arrive at a decision, the first offer has the tendency to become an anchoring point for all future negotiations. So if you are trying to negotiate a pay increase, being the first person to suggest a number, especially if that number is a bit high, can help influence the future negotiations in your favor. That first number will become the starting point. While you might not get that amount, starting high might lead to a higher offer from your employer.

Limit Your Availability

Psychologist Robert Cialdini is famous for the six principles of influence that he first outlined in his best-selling 1984 book Influence: The Psychology of Persuasion. One of the key principles he identified is known as scarcity or limiting the availability of something. Cialdini suggests that things become more attractive when they are scarce or limited. People are more likely to buy something if they learn that it is the last one or that the sale will be ending soon. An artist, for example, might only make a limited run of a particular print. Since there are only a few prints available for sale, people might be more likely to make a purchase before they are gone.

Spend Time Noticing Persuasive Messages

The examples above are just a few of the many persuasion techniques described by social psychologists. Look for examples of persuasion in your daily experience. An interesting experiment is to view a half-hour of a random television program and note every instance of persuasive

advertising. You might be surprised by the sheer amount of persuasive techniques used in such a brief period of time.

Chapter 7: Deception

What in Deception?

Deception refers to the act - big or small, cruel or kind - of causing someone to believe something that is untrue. Even the most honest people practice deception, with various studies showing that the average person lies several times a day. Some of those lies are big (“I’ve never cheated on you!”) but more often, they are little white lies (“That dress looks fine,”) that are deployed to avoid uncomfortable situations or spare someone's feelings.

Deception isn’t always an outward-facing act. There are also the lies people tell themselves, for reasons ranging from healthy maintenance of self-esteem to serious delusions beyond their control. While lying to oneself is generally perceived as harmful, some experts argue that there are certain kinds of self-deception - like believing one can accomplish a difficult goal even if evidence exists to the contrary - that can have a positive effect on overall wellbeing.

Researchers have long searched for ways to definitively detect when someone is lying. One of the most well-known, the polygraph test, has long been controversial, and evidence suggests that those with certain psychiatric disorders like Antisocial Personality Disorder cannot be accurately measured by polygraphs or other commonly-used lie detection methods.

Do lies have a functional purpose in life? Despite what your parents told you, psychologists think that, in some situations, telling the whole truth may actually set you back. Not only that, but research shows that lying is more common than you might expect. A study led by Dr. Bella DePaulo found that people lie an average of twice per day. Over the course of a week, the average person tells a lie to roughly one out of every three people they talk to one-on-one. Like it or not, we've created a world where telling the truth

does not always get you ahead. Lies can actually make it easier to get along with the people around you, evidenced by study results showing that people regularly lie for others' benefits.

DePaulo found that it's quite common for people to lie for no other reason than to make others feel comfortable. Women do this far more often than men, who were found to lie more in order to improve their own reputations. In fact, a conversation between two men typically involves eight times as many lies about themselves than about anything else.

Even people who are told little white lies benefit from the lies. A study published in the April 2012 edition of the Journal of Consumer Research demonstrated that people who were lied to were later treated with more kindness and generosity. It's not that we don't know we're lying; we know, and many times we feel badly enough to let it influence our future behavior.

The ease with which we can mislead one another and the prevalence of lying make dishonesty an element of our society that is not to be ignored and is not going away anytime soon. Do most people tell lies to succeed, however? Personal gain doesn't seem to be the motivation behind most lies, and repeated lies can certainly come back to haunt you in your professional and personal life. Instead, evidence overwhelmingly suggests that we lie more for others and for the sake of everyone getting along--instead of getting ahead.

No one likes being deceived, and when public figures are caught in a lie, it can become a major scandal. But while many people pride themselves on their scrupulous honesty and try to distance themselves from individuals who are more comfortable with falsehoods - the truth is that everyone lies, for a variety of reasons. In fact, some experts suggest that a certain amount of deception may be necessary for maintaining a healthy, functioning

society. The formal study of deception was once the domain of ethicists and theologians, but more recently, psychologists have turned their attention to why people lie, and the conditions that make them more likely to do so.

Case Studies

Are meat eaters more selfish than vegetarians? Do chaotic situations promote stereotyping? Do we feel smarter when those close to us win awards? These and other intriguing questions have been recently addressed by the research of prominent Dutch psychologist Diederik Stapel. Just 15 years after receiving his Ph.D. with honors in 1997, Stapel had published over 130 scientific papers, received a career trajectory award from the Society of Experimental Social Psychology, and risen to become dean of the faculty at his university. In 2011, however, it began to dawn on his students that there was just one problem with his research: he was making up the data.

An investigation by his university has so far revealed that Stapel fabricated the data for no fewer than 55 of his papers. This has led many prominent scientific journals, including Science, to issue retractions. Stapel has since publically apologized to his colleagues and students. He also published a memoir, Derailed, in which he recounted his personal descent into scientific misconduct. Fellow psychologists have characterized it as "priceless and revealing," especially its "unexpectedly beautiful" final chapter, though they also note that it is rife with plagiarized lines from the writings of Raymond Carver and James Joyce.

How did such an internationally recognized psychologist, a man whose work was featured in The New York Times and Time, become entangled in such a web of deception? Most of us would like to suppose that the appearance of deception in a scientific field such as psychology is a fluke, the work of a rogue researcher on the fringes of the discipline. Yet the real roots of the problem are deep and widely spread. The problem goes to the

core of contemporary psychology: Deception has been accepted by many psychological researchers as a necessary evil in the pursuit of truth.

Consider the following account.

Beth is a sophomore psychology major at a large urban research university. As a requirement for her introductory psychology course, she volunteered as a subject for a study examining the difference between communication that takes place online and in person. A pair of graduate students dressed in white lab coats led her to a small cubicle, where she read a short article about the history of medicine and discussed it in a chat room with someone she was told was another student. She was surprised when her chat partner expressed disbelief about the accomplishments of an African American researcher, but she brushed off the remark and finished her assignment. Afterwards, a third graduate student took her into a different room and informed her that this was, in fact, a study on contemporary racism. Beth then remembered the other graduate students casually making derogatory remarks about another student, who was also African American. The debriefing graduate student gave her some paperwork to read about the study's procedures and aims and sent her on her way. Reflecting on her experience, Beth felt regret and disappointment. Why had she been deceived?

There is something deeply problematic about employing deception in the search for truth. Yet deception has played a prominent - and many would say integral -- role is psychological research for well over a century. A participant who enrolls in a research study is often misled about its real purpose, the responses researchers are actually monitoring, and the true identity of fellow "subjects." In some cases, participants are not even informed that they are involved in a research study. How did the tradition of

deception develop in psychological research, where does it stand today, and what are the problems with its ongoing use?

Numerous rationales may be offered for deception. One is that deception is all around us, permeating fields such as advertising and politics. Proponents suggest there is no reason to hold psychological researchers to a higher standard. Another is the argument that subjects are not really harmed. Feelings may be hurt, but no one is being asked to donate blood or sacrifice a limb under false pretenses. The most frequent argument is that much research would be impossible without deception. Just as physicians check respiratory rates without calling attention to a patient's breathing, psychologists need to observe behavior when subjects are unaware. Deception is rationalized as the only way to reproduce natural behavior in the laboratory setting.

Over the first two-thirds of the 20th century, deception became a staple of psychological research. According to a recent history of deception in social psychology, before 1950 only about 10 percent of articles in social psychology journals involved deceptive methods. By the 1970s, the use of deception had reached over 50 percent, and in some journals, the figure reached two-thirds of studies. This means that subjects in social psychology experiments -- at least those that survived the peer-review process and made it to publication -- had a better than 50-50 chance of having the truth withheld from them, being told things that were not true, or being manipulated in covert ways.

Proponents of deception argue that they are using little lies in order to uncover large truths. Many subjects voice no objection, and sophisticated ethical defenses of the practice are readily provided. In a perfect world, perhaps, deception would be scrupulously avoided, but ours is not perfect, so proponents argue that compromises must be made. Of course, they

admit, researchers should do their best to avoid deception wherever possible, employing it only as a last resort. In some cases, it may be possible to develop alternative methodologies that do not require it. In the end, however, deception is an indispensable tool in the pursuit of knowledge.

The American Psychological Association gives explicit support to the argument that dishonesty is necessary for scientific progress. The view that the ends justify the means in apparent in the APA's Ethical Principles of Psychologists and Code of Conduct, which reads as follows: "Psychologists do not conduct a study involving deception unless they have determined that the use of deceptive techniques is justified by the study's significant prospective scientific, educational or applied value and that effective non-deceptive alternatives are not feasible." Moreover, the APA code explicitly forbids the use of deception in research that is reasonably expected to cause "physical pain or severe emotional distress." The implication seems to be that deception by itself is not harmful or objectionable.

Psychology is the nation's second most common undergraduate major, numbering around 90,000 students since the mid-2000s. Permissive attitudes toward deception permeate many introductory psychology courses. To receive a passing grade, students are often required to serve as subjects in several psychological studies, like the one described above. In the beginning, many students have no idea that they may be deceived by researchers, teachers, and fellow students. As the course progresses, they learn that many of the best-known psychological experiments of the 20th century were founded on deceptions of one kind or another. By the end of the semester, students may be convinced that deception is a legitimate technique.

Suppose an undergraduate psychology student goes home to visit her family during a school break. During the visit a friend poses a question that the student would prefer, for one reason or another, not to answer truthfully. Having been told by textbook authors and professors that deception is often justified for the sake of higher ends, might such a student be more likely to withhold information, provide false information, or distort the truth? After all, if deception is permitted in scientific experiments in the pursuit of knowledge, why should it be impermissible in the context of everyday relationships? Where is the harm in a white lie?

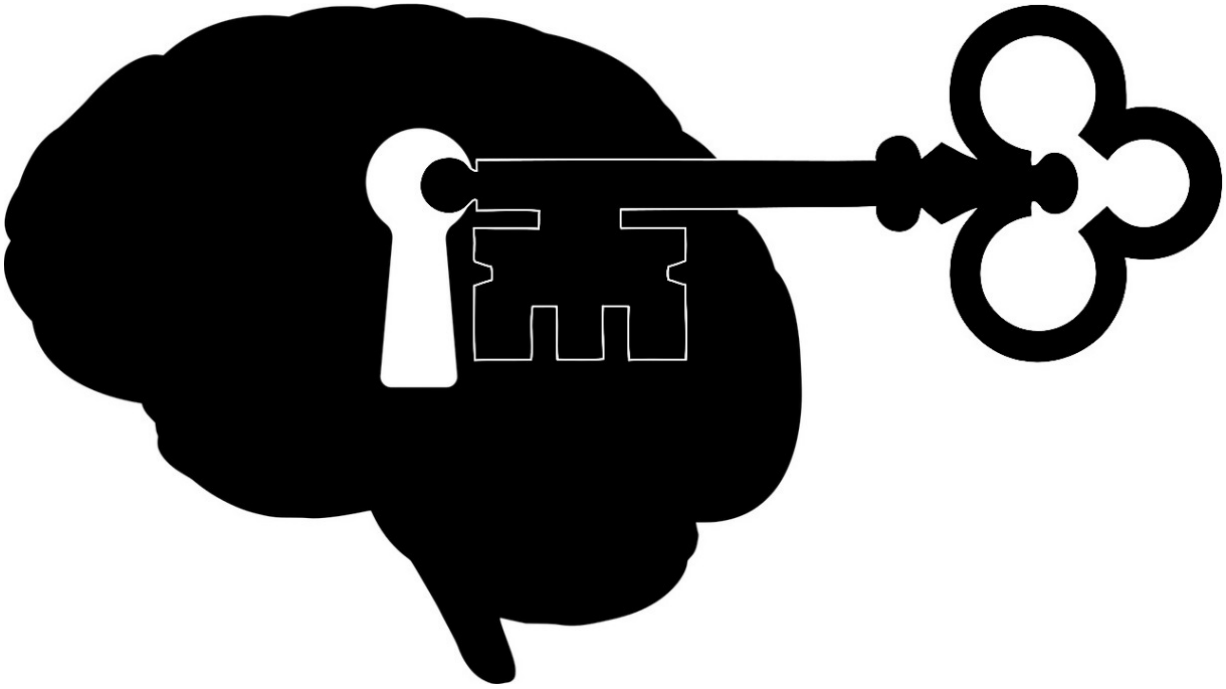
Consider the interaction between a used car salesman and a customer. Should the buyer blindly trust everything the salesman says? Of course not. But should this same principle apply in the domains of research and higher learning? "Buyer beware" may be the motto of the marketplace, but "Let research subjects beware" is hardly the sign we want to see hanging above the laboratory door. The practice of deception in research damages the relationship between science and the community it studies. The more suspiciously subjects regard research, the less scientifically valuable their participation becomes. The more we expect to be deceived, the less authentically our responses represent what we really think and feel.

Yet the effect of deception on research is not even the most important thing at stake. The fundamental concern is ultimately the ethos of our entire culture. Scientists are highly trusted. As such trusted figures repeatedly turn out to be engaging in deception, trust in them and perhaps in everyone else -- inevitably declines. Deception in psychological research undermines the notion that we can expect honesty from those entrusted with the pursuit of truth.

Deception, like truth-telling, can be habit-forming. The more frequently we engage in dishonesty, the easier and more natural it becomes. Do we really

believe that the practice of deception can be safely contained in the lab? Are we ready to sacrifice the standard of truthfulness and the habit of honesty for the sake of a seriously misguided conception of scientific progress? Scientifically sanctioned deception, we must accept, is inherently incompatible with the pursuit of truth.

Chapter 8: Ways To Protect Yourself From Emotional Manipulation



We all enjoy chasing the other sex once in a while - men as well as women. It’s fun and a good sport, as long as we are honest about it and keep in mind that it has nothing to do with love. Why? Because pursuing is manipulation

and love can’t be manipulated – we don’t find love, love finds us. Accordingly, we should treat a love relationship as sacred ground.

Unfortunately, too many people believe in manipulation – in relationships as well as in business. I read something in my early twenties that got stuck in my subconsciousness for good: if you can align yourself with the cosmos, success comes easy. What does that mean for this subject? It means that at the end of the day manipulations are futile. Manipulations may help bring about a short-term advantage, but on the long run will inevitably lead to repercussions, because the cosmos opposes manipulations. But if we go with the cosmic flow instead, we will gravitate towards our goal – more or less effortlessly. Too good to be true? Each one of us plays a part in the cosmic game. We just have to know our role in the scheme of things and let it play out. That’s why Jesus said that his cross is as light as a feather. Of course, this means to surrender a lot of wishes and desires that are not part of our cameo; however, our cosmic purpose usually turns out to be much more grandiose than our puny, egoistic objectives.

Having said that, we still need to protect ourselves from childish manipulations of other people, even those close to us. Don’t take this lightly, emotional manipulation is painful and can leave deep scars on people’s psyche and soul. And once you’re in a manipulative situation it’s very hard to get out. But don’t take this affair too seriously either, we do many things subconsciously and your partner may not even be aware that she’s manipulating you.

There’s always going to be people trying to shake your confidence - people trying to instill seeds of self-doubt within you. These people will do their best to manipulate you into believing that their opinions are objective facts. They’ll tell you that everyone in the entire world thinks you’re arrogant, crazy, or not good enough. Then they’ll tell you how concerned they are

about you - about how you’re living your life, spending your money, raising your kids, on and on.

If you don’t change in exactly the way they want you to change, your life will be ruined. That’s what they want you to believe. The truth is these people don’t want to help you. They want to control you. They want to change you, not to better your life, but to validate their lives and to keep you from outgrowing them.

Don’t be confused. Manipulative people are not worried about your interests. They’re worried about their interests. Once you let manipulative people in your life, they can be extremely hard to get rid of. The key is having enough confidence in yourself to give manipulative people the boot as soon as you spot them. Here are some strategies for eliminating manipulative people from your life:

Don’t Fall Into Their Trap

Most of us come across situations when the others try to control our emotions, perception or behavior and take an advantage for their own benefit. In one such situation, you fail to realize the real motive. The person controls you psychologically and you get into the trap. This emotional manipulation sometimes costs you a lot when you make some important decisions under the influence of other person and realize it later when it is too late.

When a relationships sounds too good to be true you must be aware. They shower love, praise, appreciation, compliments, and affection on you. You feel as if you are living your dream where everything seems perfect. They give you no reasons to complain. You simply find no faults in them. Even if something goes wrong, they may start crying or feeling sorry. You may even become the victim of intense sex and get the feeling of a fairy tale love.

It is the result when the relationship actually started off with love bombing and all of a sudden you start feeling neglected. You get appreciation, gifts, and praise, but only rarely. You feel as if you are losing your grip or they have someone else in their life. The moment you make up your mind to move on, you get another gift from them. You find it difficult to make up your mind. In one such situation, they try to get control over you. To your amazement in most cases, it works. You get even closer to them.

After sporadic reinforcement, people mostly succeed in controlling their victims. When you fight back or demand an explanation, they may stop behaving in the same manner. The reason is that they actually get full control over you now, so they say goodbye to the sporadic reinforcement. They do not need it anymore. Manipulators have many different faces and in the same manner, they may use many different ways to get things done.

The person may make a commitment and later deny in a way that you start doubting your own perception. When you try hard to make them aware of their promise, they make you feel guilty. They may use superficial sympathy and burst into crocodile tears. You end up trusting them eventually and even doubt whether you heard right.

You cannot trust smiling faces that appear confident and powerful. Manipulative people always have self-serving bias and they hardly care for the feelings of the other person. They have a motive to seek out people who validate them and make them feel even superior.

Steer Clear Whenever Possible

The behavior of a manipulator usually varies depending on the situation they are in. For instance, a manipulator could speak rudely to one person, and act politely towards another the next moment. When you notice such extremes frequently in an individual, it would be advisable to stay away from them. Don’t interact with this individual unless you really have to. This will protect you from being a victim of manipulation.

One way to detect a manipulator is to see if a person acts with different faces in front of different people and in different situations. While all of us have a degree of this type of social differentiation, some psychological manipulators tend to habitually dwell in extremes, being highly polite to one individual and completely rude to another - or totally helpless one moment and fiercely aggressive the next. When you observe this type of behavior from an individual on a regular basis, keep a healthy distance, and avoid engaging with the person unless you absolutely have to. As mentioned earlier, reasons for chronic psychological manipulation are complex and deep-seated. It is not your job to change or save them.

There are certain situations where you can’t exit a relationship completely - most commonly if this person is a parent or a member of your extended family. Unless the person is causing significant harm or psychological damage, you probably can’t go cold turkey. First, you need to fully recognize this person for who they are and alter your expectations of the relationship accordingly. If they were previously someone you wanted validation from, then you’ll have to stop seeking their validation. If they were someone you got advice from, recognize that their advice isn’t something you need in your life. If they continue to offer it, you can thank them for it and then silently discard it.

Be as subtle as you can when setting these boundaries, and don’t tell the other person that you are setting them. Creating this change on your end is going to require some energy, and when you anger the other person in the process you’ll have to handle their reaction on top of that.

Knowing that this will drain your energy a bit, set boundaries around the time you spend with this person. If you have been hanging out with your controlling mother-in-law every Saturday, cut it down to once a month and schedule something later that day so that your hangout has a definite end time.

Call Them Out On Their Behavior

Manipulators are always hard to confront, but covert manipulators are the worst. When confronted, they will remain cool as cucumber, and yet rigid and unbending. When you begin to spot their flawed logic, you might start to get frustrated. If you continue to argue with them, it'll be hard for you not to raise your voice a bit. You'll start to look like the irrational one and they'll try to take back control based on their "maturity" in remaining calm.

It's tempting to defend yourself and try to get the other person to see what's really going on. But a true manipulator is not going to change their tune, and the more you give in to that temptation to defend yourself, the more they will continue twisting your words. It won't be long before you find yourself trapped in that distorted web of lies and false perceptions. If you're in a situation with a true manipulator, your two goals for any confrontation that occurs should be to diffuse and exit, whether that means exiting the current conversation or exiting the friendship. Avoid insults, arguments, losing your temper, accusing the other person of manipulation, or getting overly emotional. When you speak, stick to statements that are truthful, objective, and peaceful.

There are aspects of dealing with a manipulative person that require a high level of maturity, patience, or self-discipline. You may not have the self-control to respond without losing your temper and making the situation worse. If that is the case, accept this about yourself and take extra steps to avoid a nasty confrontation (for example, invite a mediator into the discussion or send an email rather than talk in person so you have time to think through what you are saying).

For me, dealing with anyone who loses their temper can produce a bit of anxiety. I've had to bring a friend with me in order to feel comfortable in

situations that had a lot of potential for blow-ups. As much as I wished I was able to handle the confrontation on my own, I knew I wasn't quite in a place to do that. If I had refused to accept this about myself, I would've experienced a lot of unnecessary anxiety because of my decision to act tougher than I was. Don't wish you were better at dealing with the situation than you are. There will be people who criticize your weak areas and try to make it look like the situation should be easier for you to handle than it is. Don't compare your reaction in a situation to someone else's reaction.

Ignore Everything They Do And Say

Manipulative people are meant to be ignored. These people flip flop on issues, they’re slippery when you try to hold them accountable, they promise help that never comes, they make you feel guilty constantly - everything you don’t want in person.

When dealing with a manipulative person, the biggest mistake you can make is trying to correct them. By correcting them, you sink deeper into their trap. Manipulative people will use frustration and confusion to bait you into conflict. They want to get you emotional so they can see how you tick. Once they know the things that trigger you, they’ll use them to influence your actions. A better strategy is to ignore them completely. Simply delete them from your life. If you can’t delete them right away - like if they’re a boss, coworker, or family member - agree with what they say and then go do your own thing anyway.

Hit Their Center Of Gravity

Manipulative people are constantly using their own strategies against you. They'll become friends with your friends and turn them against you. They'll dangle some small reward in front of you and make you chase it continuously - every time you get close to it, they'll pull it away. They'll hold past actions over your head forever. On and on.

Stop letting manipulative people use their strategies against you. Instead, turn the tables. Create a strategy of your own and hit them where it hurts. If you're forced to deal with a manipulative person who keeps making your life hell no matter how hard you try to ignore them, you only have one option, find their center of gravity and attack it. This center might be the manipulative person's friends, followers, or subordinates. It might be a high-level skill or an advanced understanding of a particular field. It might be a particular resource that they control.

Either way, find out what their center of gravity is and make it yours. Create allies with people close to them, recruit people with their skillsets and knowledgebase to replace them, or siphon away their prized resource. This will throw them off balance and force them to focus on controlling their life, not yours.

Trust Your Judgment

You know what's best for your life better than anyone else. Too many people go around asking for other people's opinions about everything. What should I do with my life? What am I good at? Who am I?

Stop looking for other people to define you. Define yourself. Trust yourself. What separates winners from losers is not the ability to listen to other people's beliefs, it's the ability to listen to one's own beliefs. By setting your own beliefs and holding onto them strongly, you prevent manipulative people from affecting your life. In this way, your beliefs will act as a blockade, keeping manipulators ostracized and out of your way.

Try Not To Fit In

Keep reinventing yourself. The idea that consistency is somehow virtuous or tied to success is a misconception. Manipulative people want you to be consistent so they can count on you to push their agendas forward. They want you to show up every day at 9 am and work for them for minimum wage. They want you to get home on time and clean the house and make them feel good about themselves.

Assembly lines are consistent. Prison is consistent. Consistency is how manipulators keep you in a box. It’s how they control you. The only way to keep from being manipulated is to actively push against all the boundaries that others try to set for you.

Stop trying to fit in. Instead, work to stand out. Work to be different in every possible way and to never stay the same for too long. Personal growth, by definition, requires a lack of consistency. It requires constant change - constant reinvention.

Stop Compromising

Guilt is a useless emotion. But it’s a powerful tool. Guilt is one of the weapons that manipulative people will use against you. They’ll make you feel guilty for past failures and small mistakes, or they’ll make you feel guilty for being prideful and overconfident. Any time you spend feeling happy or sure of yourself, they’ll use against you. No one should ever feel too good about themselves, they’ll say.

Another weapon that manipulators will use against you is doubt. They’ll work to instill a sense of self-doubt within you - doubt about your abilities and your worth. Their overall goal is to knock you off balance and make you second guess yourself. Manipulators gain power in this state of uncertainty. Their influence becomes stronger and they are twice as likely to convince you to compromise on your values, your goals, and yourself.

The solution is simple - stop feeling guilty. Stop doubting yourself. When it comes to your own life, you don’t owe anyone anything. You deserve to feel good about yourself and to be proud of your accomplishments. You deserve to feel a strong sense of confidence and self-belief in what you’re doing. Compromising on any of these things is not moral or enlightened. Rather, it’s the road to self-destruction.

Never Ask For Permission

It’s easier to ask for forgiveness than permission. The problem is that we’ve been trained to constantly ask for permission. As a child, we had to beg for everything we wanted—to be fed, changed, and burped. Throughout school we had to ask permission to go to the bathroom, we had to wait to eat lunch at a designated time, and wait our turn to play with toys. As a result, most people never stop waiting for permission.

Employees around the world wait to be promoted and wait for their turn to talk. Most are so used to being picked that they sit silently in meetings, afraid to speak out of turn or to even raise their hands. There is a different way to live.

What if you did whatever you wanted to do whenever you wanted to do it? What if you stopped being overly concerned with politeness and making others feel comfortable? What if, instead, you live your life exactly the way you want to? These are all things you can do at any time.

Manipulative people want you to feel beholden to some imaginary rule or ideal that says you cannot freely take action without consulting either an authoritative figure or some group. The truth is you can disregard this sense of confinement at any time. You can start living your life today radically different that you lived it yesterday. The choice is yours to make.

Create A Greater Sense Of Purpose

People driven by destiny are not easily fooled. The reason manipulators continue to thrive in this world is because so many people are living purposeless lives. When your life lacks purpose, you'll believe anything. You'll do anything. Because nothing really matters.

People who lack purpose are just killing time. There's no rhyme or reason behind how they're living their lives. They don't know where they're going or why they're here. So, to keep from going crazy, they work at pointless jobs and stuff their brains full of celebrity gossip, reality TV, and other forms of useless information. They stay busy to avoid the feeling of desperate emptiness growing inside of them. This busyness and emptiness empowers manipulative people.

There's a sucker born every minute. If you're constantly distracted, constantly consuming useless content, constantly trying to stay busy - you're the sucker. Manipulators control purposeless people by peddling useless information and activities to them. The only way to escape this fate is to develop a sense of destiny. Destiny destroys distraction. When you know you're going, manipulators can't hurt you. They can't distract you or misguide you.

Keep Taking New Opportunities

The world wants you to put your eggs in one basket. Everyone and everything around you is telling you to lock yourself into a mortgage, a car payment, a stable relationship, a single office job, on and on. They want you to stay staked down to a single opportunity for the rest of your life.

Nowadays, being ambitious is often looked down upon. Staying hungry is often seen a sign of weakness. Why can’t you be content with what you have? Why are you so greedy? This is what manipulative people will ask you when you express a desire for more. They will call you selfish, arrogant, and prideful. They will make you feel cold and awkward like you are inhumane and heartless. The truth is they want to keep you in your place. They want you to stay at the same job and live in the same place for the rest of your life. They want you to stay dependent on them and the systems they control.

The only way to stay independent is to constantly seek out and create new opportunities. Keep applying to new jobs, keep starting new businesses, keep building new relationships, and keep chasing new experiences.

Quit Being A Baby

If someone fools you once, shame on them. If someone fools you 10 times, you're an idiot. Stop letting manipulators walk all over you. Stop being a punching bag. No one feels bad for you and you're only embarrassing yourself. Have enough self-awareness and self-respect to say no to manipulative people.

You can't just walk through life blaming other people for your problems. You can't just walk through life oblivious to the people trying to manipulate you either. Yes, negative and manipulative people exist. And yes, these people will try to use you. But that doesn't mean you get a free pass to make mistakes and be used.

No one can manipulate you without your permission. You're responsible for your own successes and failures. If others outthink or out-strategize you - it's your fault, not theirs. Be accountable. Learn from your mistakes. Don't keep trusting the same slippery person over and over again. Cut them loose. Delete them from your life. Commit to surrounding yourself with likeminded people who aren't going to use you.

Bet On Yourself

Take a chance on the one thing you can control in life - yourself. When it comes to making tough decisions, too many people limit themselves to considering just external factors. They consider the financial and relationship consequences of a situation. But they fail to consider the effects their decision will have on their personal happiness and sense of self-worth. As a result, they take chances on other people when they should be taking chances on themselves. Then they wonder why they're miserable.

When you only take chances on external people and things, you place yourself at the mercy of those people and things. This makes you vulnerable and ripe for manipulation. Instead, you should be taking chances on yourself. In any difficult situation you're faced with, don't ask questions like, "Who is the better person to side with?" or "Which option is more likely to be successful?" Instead, ask, "What do I want to do most?" and then go out and do it.

If, for example, you're faced with an opportunity to start your own business or stay working at the same dead-end job, don't stay at the job just because the pay is only slightly pathetic. Don't stay just because the relationships are only slightly miserable. When you do this, you're betting on external factors. This is always a mistake. A better strategy is to bet on yourself.

You'll never regret betting on yourself. Sure, you'll have to take full responsibility for any mistakes you commit. Sure, you'll have to hold yourself to a higher standard. But you'll also be fully responsible for your own victories too. You'll continue to grow and achieve greater and greater levels of success.

Avoid Emotional Attachment With Them

With a manipulator, everything you do is wrong. Every fight you've had is your fault. Being manipulated will wreak havoc on your emotions. You go from crying to being angry to feeling guilty and unworthy in short order. Then you're regretful you didn't stick up for yourself. You're embarrassed that you let them get over on you yet again. When you've left a manipulator your emotions are more stable.

Life is an adventurous journey. Along the way, many people come to give us company for the certain period of time at different stages and go after playing their part in our lives. There is no problem with coming and going of the persons in itself, but the difficulties arise when you become emotionally attached to the persons and feel helpless, tensed and worried when the relationship ends especially with an emotional manipulator. Hence, if you want to remain happy and make progress in life, then you need to overcome emotional attachment as early as possible.

There is no doubt that some persons become the driving force for you to move towards the chosen path. But you should be careful not to get distracted when you separated from them. You need to make use of relationships judiciously. Be attached to the persons with detached approach and take care of them to create a trustworthy atmosphere. However, you should not be dependent on that persons for your growth and halt your life when you let them go out of your life for being a manipulator because some other relationship is waiting on your path towards your journey. You need to re-focus on your journey leaving behind the memories of the past.

Handling emotional attachment tests one's level of maturity and seriousness of their journey toward the chosen path. Enjoy the moment you spend with people. Learn from them, love them and take care of them but do not make

them walking sticks. Most of time, people generally fear of losing someone due to their incapability to move ahead in life alone. So, if you dare to walk on the chosen path alone, you no longer need to overcome emotional attachment anymore.

Meditate Often

Are you interested in feeling calmer? More centered? More in control of your emotions? If so, meditation can provide emotional stability, something many people long for in today's fast-paced, high-tech busy world. If you struggle with depression, mood swings, stress or other related issues, meditation can help provide the calm and clarity that you seek in just a few minutes a day.

Whether the issues you face are linked to depression and stress, a past trauma, or a chemical change in brain function, everyone can benefit from daily meditation. In fact, there is no better time to start meditating than today! The effects of meditation build over time, but you may notice a sense of calm, quiet and peace almost immediately.

Meditation brings the body into a state of deep relaxation and provides the tools and resources needed to deal with stress. As the body and mind learn to relax through deep breathing exercises and techniques, the mind calms and the body experiences a state of tranquility.

Meditation can actually neutralize the negative consequences of stress hormones that overtax your body and your emotional state. As hormone levels return to normal, emotions settle and stabilize. And the next time you feel upset or anxious, you will be better equipped to deal with intense emotions and situations, using your breath to calm down and relax. Emotions can truly hold you captive, making you feel as though you're living your life on a roller coaster of uncontrollable ups and downs, twists and turns. Meditation, on the other hand, involves a great deal of visualization – a powerful tool which can help you reshape your current way of thinking and create a more positive, stable emotional environment.

Meditation can help you build self-esteem, heal from past traumas, and experience more joy in the present moment. Visualization during meditation not only gives you the tools to deal with emotional upset by providing stability, but it can also help you map out a course of change for your future. Meditation can change your life from the inside out and help you deal with the emotional manipulators.

Inspire Them

Use all the knowledge you have gained about becoming your best self to help them become their best self, too. Work with a counselor if you're having trouble changing their behavior. Changing their behavior can be very difficult, and you might not be able to do it on your own. A counselor or therapist can help him identify behaviors they need to change and address the thoughts behind them. They'll also help him learn new behaviors that are healthier for him.

Tell Them “You’re Right”

This starts with no longer responding to their techniques the way you used to. You say “no” if you don’t want to, or speak your mind even if they don’t like it. Work on feeling okay with how they might respond negatively. If it’s not yours, don’t pick it up.

You can only control your actions. That is important because you will not be able to change the behavior of a manipulator, but you can stop being their victim. That happens when you start saying “no.” We are manipulated because we allow it and refusing to be manipulated is the first step in breaking the cycle. Manipulators are good at what they do, so pay attention to their response. They are likely to say or do things that pull at the heartstrings. We should stand firm in our “no,” knowing that we are taking the first step towards freeing ourselves from their influence.

Let Go Of Harmful Relationships

Toxic relationships can be difficult to let go of. Many people get caught in a cycle of going back to relationships that are not good for them. This only creates a cycle of grief and hurt. There are ways to let go of toxic relationships. Psychologists have worked with people who have had this problem enough to be able to write an entire handbook on the subject. \

The very first step to freeing yourself from a toxic relationship is to admit to yourself that the relationship isn't okay. You may notice the signs of a toxic relationship and try to justify them to yourself. If you notice that uncomfortable feeling in the back of your mind, it's called 'cognitive dissonance', and it's your brain trying to protect you from what you know is true. Take note of the things in the relationship that make you feel this way. Accepting that your relationship is toxic is the first step. Before you can really be free, you have to be aware of all the things that are harming you.

Relationships are a two-way street. Two people are participating in the relationship, which means that two people are participating in all of the disagreements, arguments, and behavior. You can't take the blame fully on yourself. If you blame yourself for all of the problems in the relationship, you will find yourself going back to try and fix them. Recognize that sometimes, both parties are at fault for a toxic relationship. Acknowledge your responsibilities – but only your responsibilities. You don't need to be putting up with anyone else's problems in a toxic relationship. When you're not to blame, there's no reason to hoist it on yourself.

Cutting off contact is one of the best things that you can do when trying to let go of a manipulative partner. Keeping in contact is only going to make letting go harder. This includes checking up on toxic people who are no

longer in your life. Resist scrolling through their social media or asking your mutual friends how they're doing. According to Sarah Newman, M.A, you should always follow your gut when it comes to cutting people out of your life. Even though it may sound extreme, Newman advises loosening the ties when it comes to a toxic relationship. In order to move on, you need to be in a place where you're able to feel neutral about the lack of contact, rather than pain.

Mariana Bockarova, Ph.D., says that closure is one of the best things for moving on from a broken and manipulative relationship. Bockarova acknowledges that closure can help people reconstruct their entire lives in a healthy and productive manner. Finding closure is one way to help you let go of a toxic relationship. For a lot of people, closure comes from within and recognizing all the ways that the relationship went wrong in the first place. For others, writing one final letter or having the other person acknowledge their toxicity can bring closure. Whatever it is, closure is important for moving on.

The most important thing in leaving any toxic relationship and letting it go is having someone there to catch you if you fall. Letting go can be jarring, especially if they're long-term. Get together with friends and family who can help support you during the more difficult times. They can also help keep you accountable when it comes to not checking up people that you have already cut off. Support systems are invaluable when it comes to letting go of toxic relationships. Don't be afraid to reach out to the people who love you most.

Develop A Strong Mentality

While one toxic person may use manipulation and lies, another may resort to intimidation and incivility. And if you're not careful, people like that can take a serious toll on your well-being. Mentally strong people, however, deal with manipulative people in a skilled manner. They refuse to give away their power, and they continue being their best selves no matter who surrounds them.

Putting a name to your feelings decreases their intensity. So whether you're feeling sad, anxious, angry, or scared, acknowledge it--at least to yourself. Also, pay attention to the way those emotions can affect your choices. When you're feeling anxious you may be less inclined to take risks. When you're excited you may be more impulsive. Increasing your awareness of your emotions can decrease the chances that you'll make irrational decisions based on emotions only.

Naming your emotions is only part of the battle--you also need skills to regulate your emotions. Think about your current coping skills. Do you eat when you're nervous? Do you drink to calm down? Do you vent to your friends when you're angry? Do you stay home when you're anxious? Those common strategies may make you feel better in the moment but they will make you feel worse over the long-term.

Look for coping skills that are good for you over the long-term. Keep in mind that what works for one person won't necessarily work for you so you need to find what helps you deal with your emotions best. Experiment with various coping skills to find out what works for you; deep breathing, exercising, meditating, reading, coloring, and spending time in nature are just a few of the strategies that could help.

The way you think affects how you feel and how you behave. Thinking things like, "I can't stand this," or "I'm such an idiot," robs you of mental strength. Pay attention to your thoughts. You'll likely notice common themes and patterns. Perhaps you talk yourself out of doing things that feel scary. Or maybe you convince yourself that you have no control over your life.

Respond to unproductive and irrational thoughts with something more helpful. So instead of saying, "I'm going to mess this up," remind yourself, "This is my chance to shine and I'm going to do my best." Changing those conversations you have with yourself can be the most instrumental thing you could do to change your life.

The best way to train your brain to think differently is by changing your behavior. Do hard things--and keep doing them even when you think you can't. You'll prove to yourself that you're stronger than you think. Establish healthy daily habits as well. Practice gratitude, exercise, get plenty of sleep and eat a healthy diet so your brain and your body can be at their best. Seek out people who inspire you to be your best. And create an environment that supports your efforts to build a healthy lifestyle.

All the good habits in the world won't be effective if you're performing them right alongside your unhealthy habits. It's like eating donuts while you're running on a treadmill. Pay attention to your bad habits that rob you of mental strength (we all have them). Whether you feel sorry for yourself or you resent other people's success, it only takes one or two to keep you stuck in life. Once you become aware of your bad habits, devote energy into replacing them with healthier alternatives. Then, you'll be able to step out of the hamster wheel and actually move forward toward your goals.

Just like it takes time and practice to become physically strong, building mental strength takes dedication as well. But building mental muscle is the key to feeling your best and reaching your greatest potential.

Give Yourself Positive Self-Talk Throughout The Day

An emotional manipulator can completely tarnish your mood, so make sure you restore yourself with uplifting self-talks during the day. Each of us has a set of messages that play over and over in our minds. This internal dialogue, or personal commentary, frames our reactions to life and its circumstances. One of the ways to recognize, promote, and sustain optimism, hope, and joy is to intentionally fill our thoughts with positive self-talk.

Too often, the pattern of self-talk we've developed is negative because of our manipulative partner. We remember the negative things we were told as children by our partners, parents, siblings, or teachers. We remember the negative reactions from other children that diminished how we felt about ourselves. Throughout the years, these messages have played over and over in our minds, fueling our feelings of anger, fear, guilt, and hopelessness.

One of the most critical avenues used in therapy with those suffering from depression is to identify the source of these messages and then work with the person to intentionally "overwrite" them. If a person learned as a child he was worthless, we show him how truly special he is. If while growing up a person learned to expect crises and destructive events, we show her a better way to anticipate the future.

Try the following exercise. Write down some of the negative messages inside your mind that undermine your ability to overcome your circumstance. Be specific, whenever possible, and include anyone you remember who contributed to that message. Now, take a moment to intentionally counteract those negative messages with positive truths in your life. Don't give up if you don't find them quickly. For every negative

message, there is a positive truth that will override the weight of despair. These truths always exist; keep looking until you find them.

You may have a negative message that replays in your head every time you make a mistake. As a child you have been told, “You’ll never amount to anything” or “You can’t do anything right.” When you make a mistake - and you will because we all do - you can choose to overwrite that message with a positive one, such as “I choose to accept and grow from my mistake” or “As I learn from my mistakes, I am becoming a better person.” During this exercise, mistakes become opportunities to replace negative views of who you are with positive options for personal enhancement.

Positive self-talk is not self-deception. It is not mentally looking at circumstances with eyes that see only what you want to see. Rather, positive self-talk is about recognizing the truth, in situations and in yourself. One of the fundamental truths is that you will make mistakes. To expect perfection in yourself or anyone else is unrealistic. To expect no difficulties in life, whether through your own actions or sheer circumstances, is also unrealistic.

When negative events or mistakes happen, positive self-talk seeks to bring the positive out of the negative to help you do better, go further, or just keep moving forward. The practice of positive self-talk is often the process that allows you to discover the obscured optimism, hope, and joy in any given situation.